Miss Edwards
Publicity

Page 11

The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

JANUARY 1 1966

QUININE

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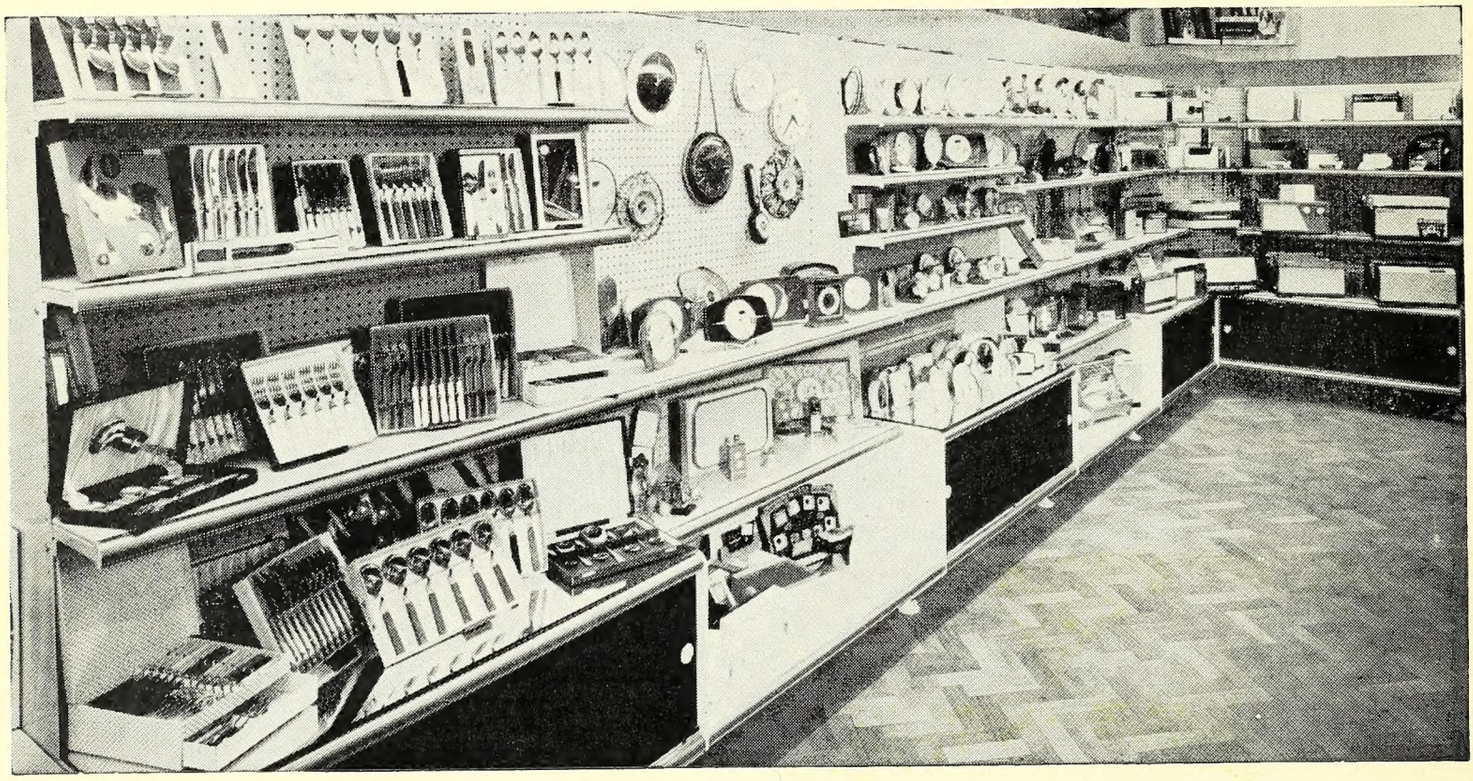
LAKE & CRUICKSHANK LTD
MANUFACTURING CHEMISTS
NORTH BRIDGE ROAD • BERKHAMSTED • HERTS
Tel: Berkhamsted 1880/1/2

For self-service—specify SERIES TWO BY CHRO-MESH

the versatile new system with one basic unit



More and more leading names in the chemist and toiletries field are switching to self-service. No wonder. Few other trades can present such attractive merchandise which, when well displayed, almost sells itself. And this new swing to self-service coincides with the introduction of Chrome Mesh's latest and greatest system — **SERIES TWO.**

SERIES TWO is a flexible, all-purpose system which can be adapted to all forms of merchandise display. It has been developed as a result of Chrome Mesh's long and extensive experience in European and American markets. It is precision built, of sturdy, steel construction and can be easily installed or altered without nuts or bolts. Its many advantages include the following features:

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AUTHORITY IN SELF-SERVICE PLANNING

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WE HAVE AN EQUALLY HIGH

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PRACTICALLY ALL OF THE LEADING MAKERS CONTRIBUTE TO OUR WIDE AND EVER EXPANDING STOCKS & THE RECENT ADDITION OF SEVERAL HUNDRED BULK DRUGS BRINGS US NEARER TO COMPLETENESS.

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BULK DRUGS
PERFUMERY
COSMETICS & SUNDRIES

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Free Half-Crown vouchers for her to spend with you!

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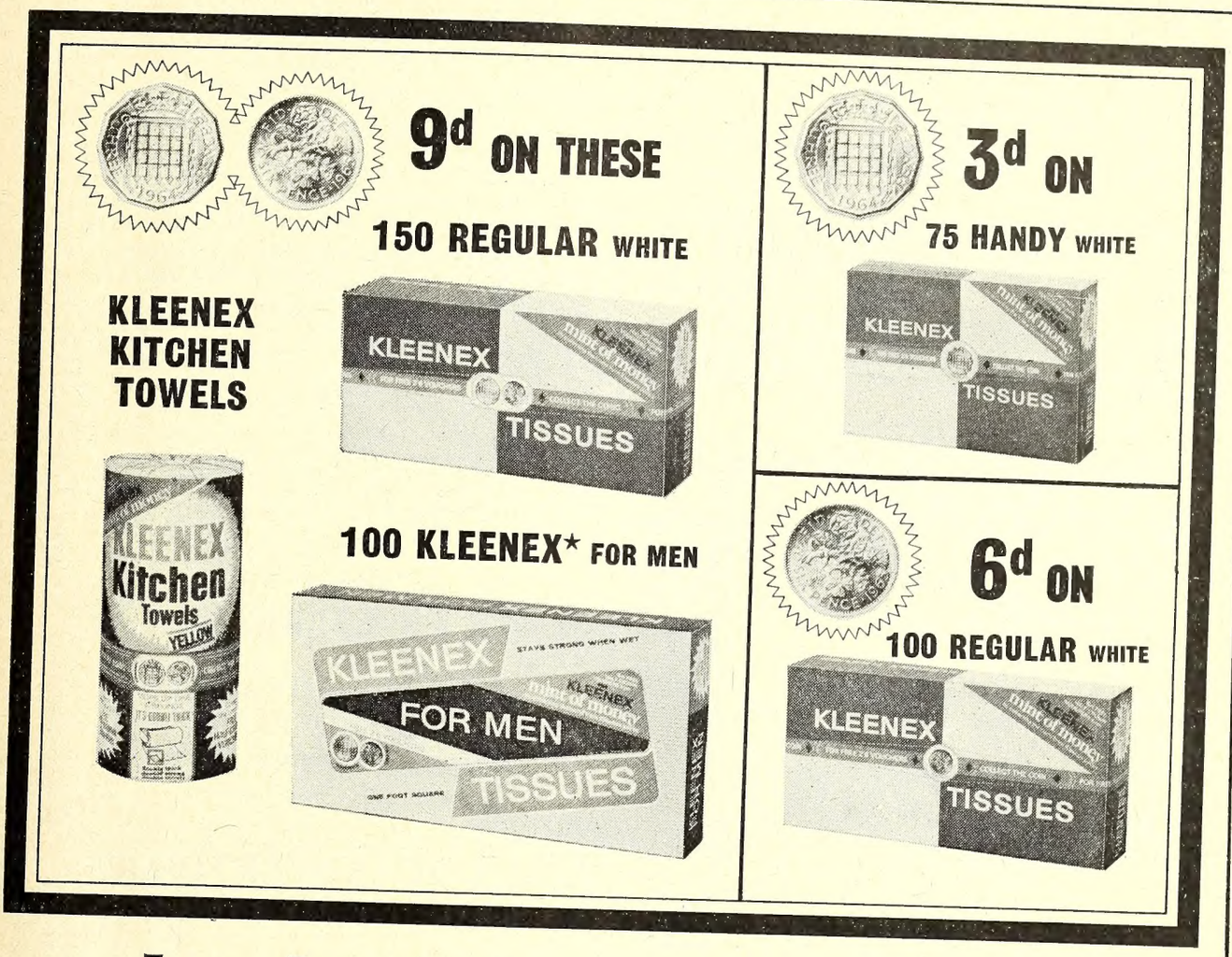
KIMBERLY-CLARK



Look at the coin values on these packs

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MINT OF MONEY ON TV! From 10th January, your customers will see a lively cartoon commercial selling the Mint of Money promotion time and time again—they could see it as many as 17 times! Remember—KLEENEX facial tissues and Kitchen towels are the only paper products to support their promotions on television.

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Keeps shop windows clear of mist in all weathers. Easily Fitted and Cheap to Run.
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The Triangle Trust 1949 Fund is an independent charitable trust whose main purpose is to give assistance with education expenses or to relieve hardship or distress for people, and their dependents, working in the pharmaceutical industry in Britain and the British Commonwealth.
The Trustees will consider sympathetically any applications for assistance, beyond the scope of an employer's responsibilities, concerning education or training at recognised centres of study for general or special subjects, including music and the arts.

For additional information, or to apply for assistance, write to:
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The Triangle Trust 1949 Fund,
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INDEX TO ADVERTISERS

André Philippe, Ltd. ..... Interleaved Edit., 11
Bengué & Co., Ltd. 5
Blythe, William, & Co., Ltd. 18
Brown, N. C., Ltd. 18
Burrough, James, Ltd. 4
Burroughs Wellcome & Co. ..... Price List Sup., page 1
Butler & Crispe, Ltd. ..... page 1
Carter Bros. (Passigen) 4
Chrome Mesh Equipment, Ltd. ..... Cover ii
Corre, A., & Sons, Ltd. ..... Price List Sup., page 4
Counterpoint Equipment, Ltd. 8
Cox, A. H., & Co., Ltd. ..... Cover iv
Eli Lilly & Co., Ltd. ..... 6 & 7
Glaxo Laboratories, Ltd. ..... Interleaved Edit., 12 & 13
Goddard, J. G., & Co., Ltd. 18
Heron, John, Ltd. (Froment) 18
Hope Marketing Organisation, Ltd. 10
Inveresk Paper Co., Ltd. (Glen Tissues) ..... 16 & 17
Japanese Cameras, Ltd. 9
Kimberly-Clark Corporation (Kleenex) ..... 2 & 3
Lake & Cruickshank, Ltd. ..... Front Cover
Macarthys, Ltd. ..... Interleaved Edit., 14
Ransom, William, & Sons, Ltd. ..... Cover iii
Salemaster Shopfitters, Ltd. 15
Scholl Manf. Co., Ltd. 19
Sessions, William H., Ltd. 18
Triangle Trust 1949 Fund 4
Vestric, Ltd. ..... 12 & 13
Whitmarley Displays, Ltd. 4

last winter

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sold as never before...

...but now that sales record is being broken!

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PULMO BAILLY–the cough sedative and expectorant prescribed by doctors for over 50 years.

Bengue & Co. Ltd., Mount Pleasant, Wembley.

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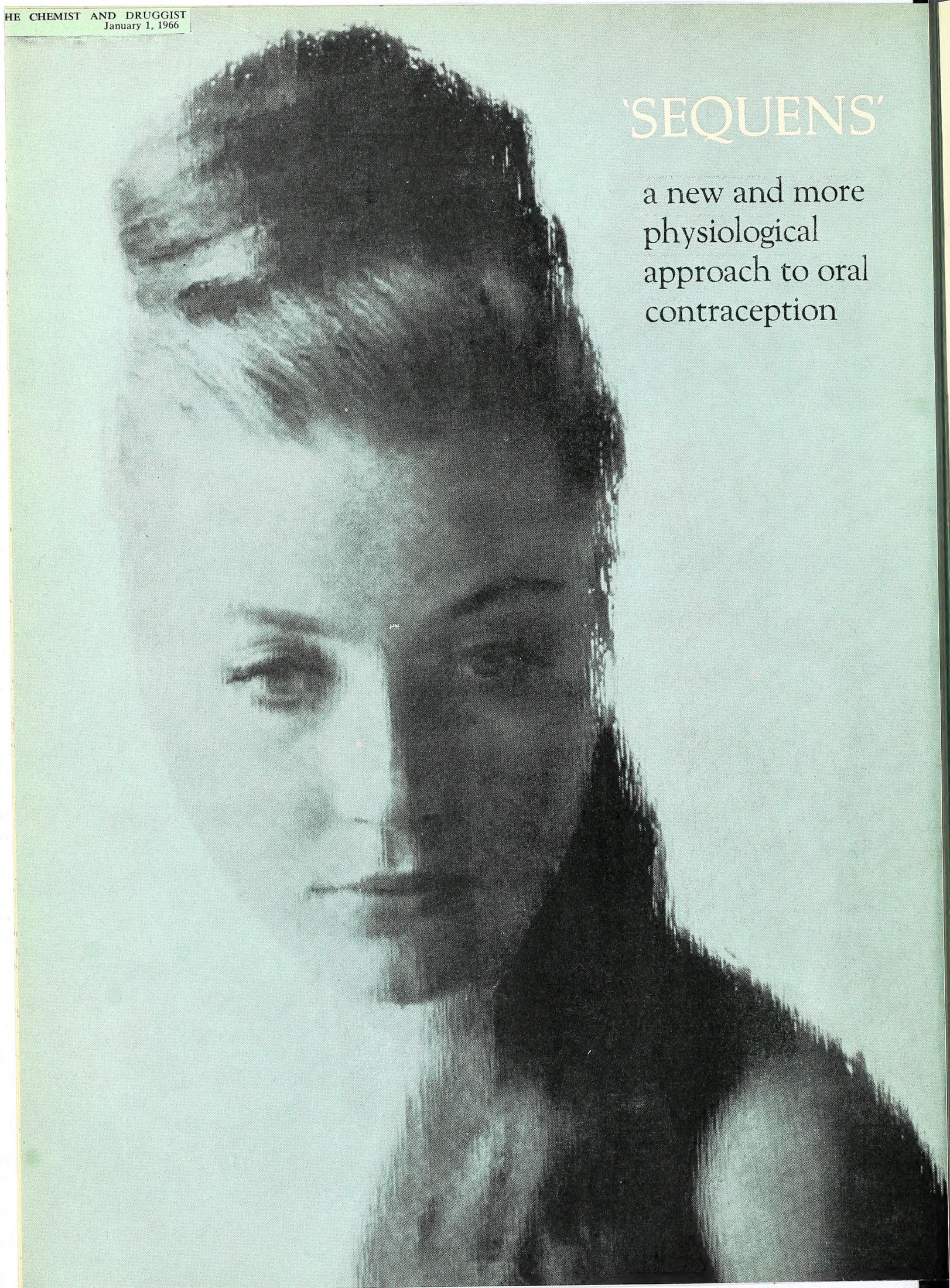
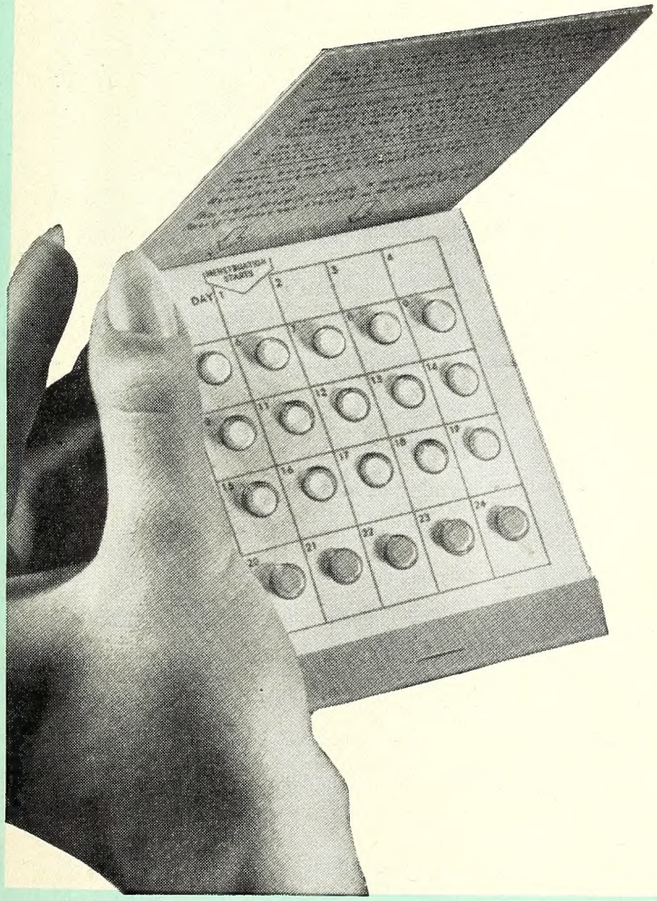

'SEQUENS'
a new and more physiological approach to oral contraception

'Sequens', the first of the "second generation" oral contraceptives to gain world-wide acceptance, inhibits ovulation without appreciably altering the normal menstrual pattern. An oestrogen, mestranol, is introduced early in the cycle, followed later by combined administration of mestranol with a progestogen, chlormadinone acetate. The more physiological approach with 'Sequens' produces fewer side-effects than the earlier, combination-dose contraceptives. The 'Sequens' pack and directions have been specially designed and patient-tested for easy understanding and close adherence to the tablet schedule.



fewer treatment problems - greater patient acceptance

The 'Sequens' pack (one month's treatment) contains fifteen 80 mcg. tablets of mestranol, and five tablets each combining 80 mcg. mestranol with 2 mg. chlormadinone acetate.

'SEQUENS' is now available from your usual Lilly wholesaler at a trade price of 7/- per pack of 20 tablets.

Full information is available on request

Eli Lilly and Company Limited
Basingstoke England

'Sequens' is a trade mark

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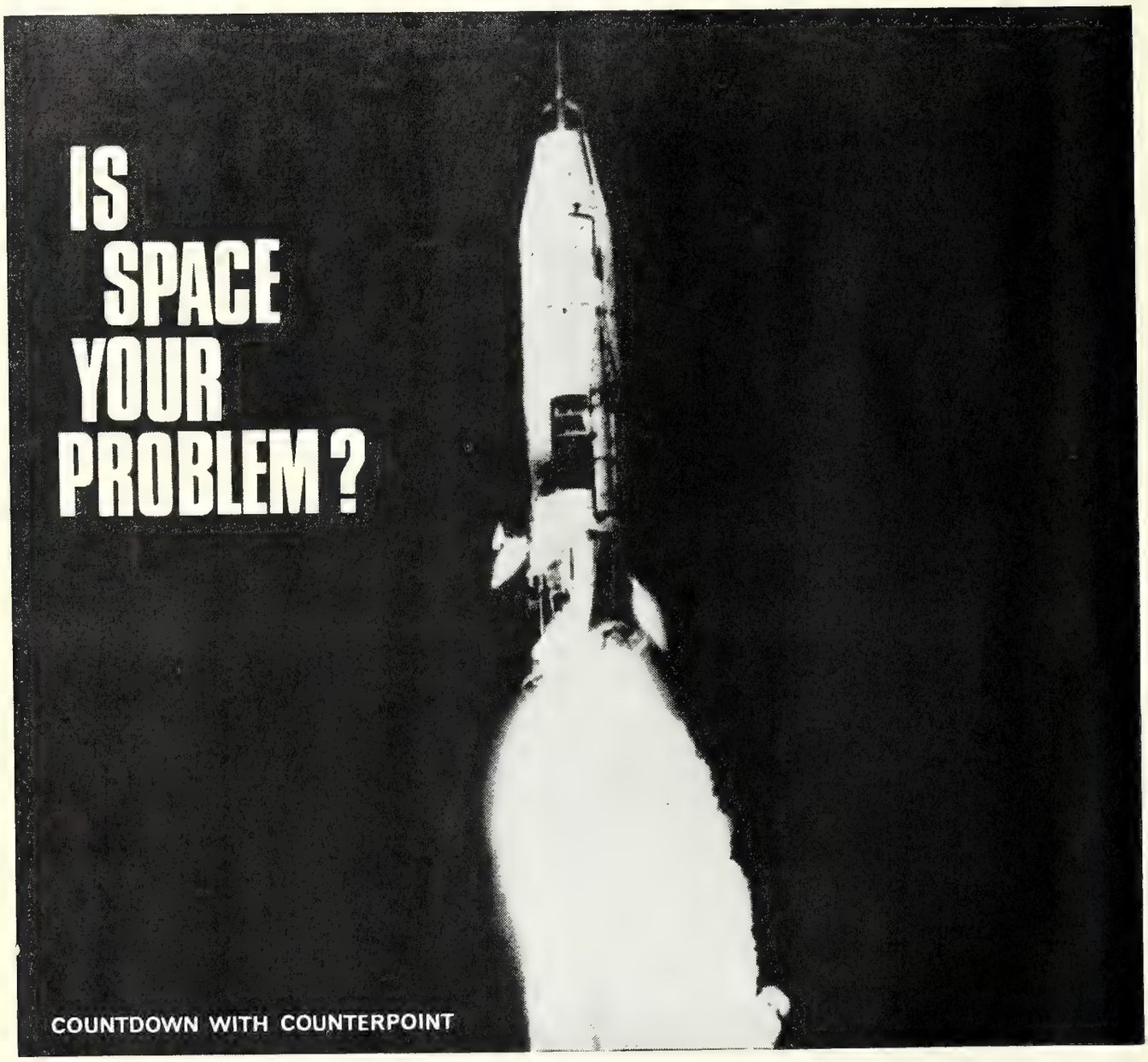

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4 Counterpoint is flexible. Units are interchangeable. Guarantees a tailor-made answer to any space problem.
3 Counterpoint means a quicker, easier selection of merchandise for hurry-bound shoppers
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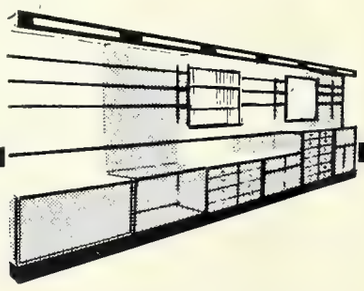
Visit our Main office and Showroom: 243 Euston Road, London, N.W.1. Showrooms also at James White (Shopfitters) Ltd., Team Valley Trading Estate, Gateshead-on-Tyne 11.



Please send me your Counterpoint brochure ☐
Please arrange to send your representative ☐
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NAME.....
ADDRESS.....
.....

Post to Counterpoint Store Equipment Ltd., 243, Euston Road, London, N.W.1. or (for the North & Scotland) to: James White (Shopfitters) Ltd., Team Valley Trading Estate, Gateshead-on-Tyne 11. C1

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POCKET SIZE...BUT

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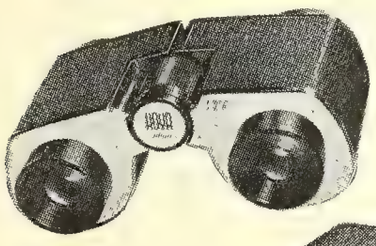
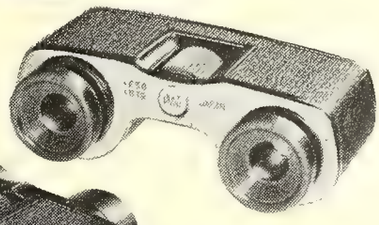
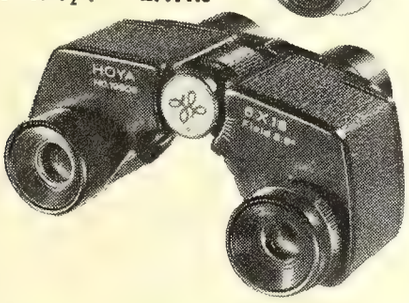
From HOYA . . . Japan's largest makers of optical glass . . . three attractive binoculars, so compact and light they can be comfortably carried in jacket pocket or handbag. Compact, but with high optical performance and centre wheel focusing. All complete with soft leather case at prices which make them remarkably easy to sell.



HOYA 2·5 x 25
Excellent theatre glasses. Light transmission factor of 100. **£4.18.9**

HOYA 3 x 30
Largest in the range but still only 4" x 3" x 1½". **£7.11.0**





HOYA 6 x 18
Ideal for use under poor light conditions. Give crisp, bright image. **£11.10.6**

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5/J6/129

THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 January 1, 1966 No. 4481

CONTENTS

Analyst's Increasing Importance 16
Any Business Questions ? 17
Apothecaries in the Great Plague 18
Drug Share Movements 17
Exhibitions and Fairs, 1966 21
Famous Poisoners 15
Leading Articles:
Attracting Pharmacists to Hospital Work 11
Snags on Taking Over an Old Business 11
Maintaining Professional Character ... 6
"Open Shop" 12
Pharmaceutical Society of Ireland:
Council Meeting (concluded) 15
Public Attitudes to Health 18
Retirement Pensions 13
Symposium on Prescribing Habits ... 5
Topical Reflections 3

A Manufacturer Expands... 10
A Pharmacist's Anthology 12
Business Changes 7
Coming Events 21
Commercial Television ... 22
Company News 6
Contemporary Themes ... 22
Correspondence 9
Deaths 7
Inquests 7
Legal Reports 7
New Books 14
New Companies 22
New Films 14
New Products and Packs ... 8
N.H.S. Statistics 18
Overseas News 4
Patents 20
Photographic Notes ... 10
Prescribers' Press 22
Print and Publicity ... 21
Trade Marks 20
Trade Notes 9
Trade Report 19

Index to Advertisers, p. 4. Classified Advertisements, p. 21.

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ANNUAL SUBSCRIPTION
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TRIED AND TESTED PRODUCT

Hudson's Eumenthol Pastilles

for the relief of coughs, sore throats, catarrh

Sold only through Chemists
2/6

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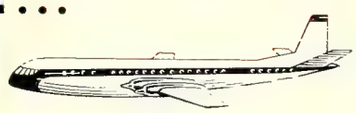
André Philippe Announce

Miss André Philippe 1966 COMPETITION

A £50 competition promotion prize will be awarded if the winner is one of your customers

THE PRIZE...



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- ★ 1st class air travel
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- ★ Visit to Monte Carlo's Famous Casino
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- ★ **£100** **spending money** The winner can take one guest, husband, boy-friend or chaperon.

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Hair colouring and occupation, together with a photograph (preferably full length).

ENTRY FORMS AND SHOWCARDS

Entry forms and attractive showcard are being provided to all stockists of the company's products on application. They will be available to the public free on each purchase of an André Philippe product. Judges are being drawn from the theatrical profession, together with directors of the company.

The closing date for the competition is
THURSDAY, 31st MARCH 1966

Finals will be held on
SATURDAY, 16th APRIL 1966

★ PLEASE CHECK YOUR STOCKS *and order early.*

Remember — any André Philippe quality product purchased by your customers entitles them to FREE ENTRY in this SALES BOOSTING COMPETITION.

ANDRÉ PHILIPPE LIMITED 71/71B GOWAN AVENUE, FULHAM, LONDON, S.W.6 *Telephone RENown 2194/2397*

from January 1st the wholesaling interests of B.D.H. and Glaxo are merged to form Vestric Limited

The Directors of B.D.H. Group Ltd and of Glaxo Group Ltd announced in August their intention to merge their U.K. pharmaceutical wholesaling interests, which together comprise 36 establishments. From 1st January the new company, known as Vestric Limited, begins trading. Its aim is to provide, impartially, the best distribution facilities and services in the trade throughout the country. Full details of all Vestric branches, including previous names and addresses, are given on the opposite page.

Vestric Limited comes into existence to give a personal and prompt service that will benefit customers, suppliers, staff and the public generally. Present management will continue and branches will be able to draw from the wider resources and experience that the new company will provide.

Some of the Vestric companies will continue to trade under their existing names (in some cases, slightly modified) with the suffix 'branch of Vestric Limited'. Others will in future be known as Vestric Limited.
The complete list is given below in alphabetical order of town or city.

Town or City	*Former Name*	*New Name & Telephone Number*
Aberdeen	William Paterson & Sons (Aberdeen) Ltd	**Paterson & Sons branch of Vestric Ltd. Tel. 53771**
Belfast	Evans Medical (Northern Ireland) Ltd	**Vestric Ltd. Tel. 51751**
Birmingham	B.D.H. (Knights) Ltd	**Knights (Birmingham) branch of Vestric Ltd. Birchfield 5271**
Bristol	Evans Medical (Bristol) Ltd	**Vestric Ltd. Tel. 79491**
Bristol	J. R. Gibbs Ltd	**Gibbs (Bristol) branch of Vestric Ltd. Tel. 292211**
Cardiff	Rowland James Ltd	**Rowland James branch of Vestric Ltd. Tel. 74822**
Croydon	Bradley & Bliss Ltd	**Vestric Ltd. Municipal 2500**
Donibristle	Pinkerton, Gibson & Smith Ltd	**Pinkerton Smith branch of Vestric Ltd. Inverkeithing 617**
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Hull	Lofthouse & Saltmer Ltd	**Lofthouse & Saltmer branch of Vestric Ltd. Tel. 24781**
Kingswinford	Evans Medical (Midlands) Ltd	**Vestric Ltd. Tel. 3366**
Leeds	B.D.H. (Middletons) Ltd	**Middletons (Middlesbrough) branch of Vestric Ltd. Tel. 32561**
Liverpool	Evans Medical Ltd	**Vestric Ltd. Hunts Cross 2161**
Liverpool	B.D.H. (Woolley & Arnfield) Ltd	**Woolley & Arnfield branch of Vestric Ltd. Hunts Cross 3171**
London	B.D.H. (London Wholesale) Ltd	**Vestric Ltd. Clerkenwell 9377**
Manchester	B.D.H. (Woolley & Arnfield) Ltd. Surgical Appliance Dept	**Woolley & Arnfield branch of Vestric Ltd. Surgical Appliance Dept. Blackfriars 0189**
Middlesbrough	B.D.H. (Middletons) Ltd	**Middletons (Middlesbrough) branch of Vestric Ltd. Tel. 44361**
Nottingham	B.D.H. (Knights) Ltd	**Knights (Nottingham) branch of Vestric Ltd. Tel. 72211**
Paignton	J. R. Gibbs Ltd	**Gibbs (Paignton) branch of Vestric Ltd. Tel. 58531**
Preston	B.D.H. (Woolley & Arnfield) Ltd	**Woolley & Arnfield branch of Vestric Ltd. Tel. 57182**
Reading	Bradley & Bliss Ltd	**Bradley & Bliss branch of Vestric Ltd. Tel. 55861**
Ruislip	Evans Medical Ltd	**Vestric Ltd. Viking 2323**
St. Leonards	Bradley & Bliss Ltd	**Bradley & Bliss branch of Vestric Ltd. Hastings 6602**
Sandwich	Bradley & Bliss Ltd	**Bradley & Bliss branch of Vestric Ltd. Tel. 3411**
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Stockport	B.D.H. (Woolley & Arnfield) Ltd	**Woolley & Arnfield branch of Vestric Ltd. Tel. 4911**
Swansea	Evans Medical (Wales) Ltd	**Vestric Ltd. Tel. 50584**
Swansea	Rowland James Ltd	**Rowland James branch of Vestric Ltd. Tel. 53271**

Vestric Limited
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Telephone: Runcorn 4321 Telegrams: Vestric Runcorn

service... is more than just a word to

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Most pharmacists know that Macarthys seven depots each with its own fleet of vans delivers all orders quickly and efficiently.

Most pharmacists know that Macarthys quality control ensures the high standard of products that bear our name.

Most pharmacists know that Macarthys carry an exceptionally wide range of pharmaceuticals and ethicals.

Most pharmacists know that because of this, all dispensing requirements can be met on one order.

did you know?

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Chesham House, Chesham Close, Romford

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"Golden Lily"

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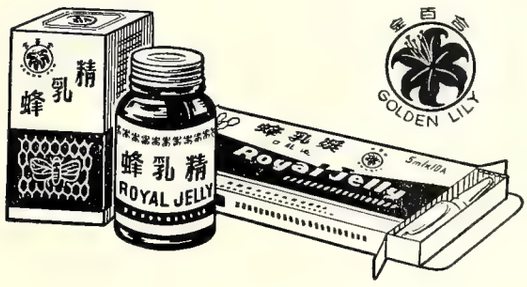
ROYAL JELLY is universally known as a powerful tonic as well as a good remedy for those sufferers of poor health, in conditions of under-development, over-fatigue and low vitality, etc.
It is supplied in liquid form or in capsules and can be taken by both sexes irrespective of age.



Chinese

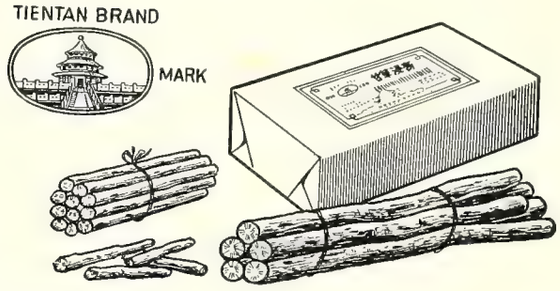
LIQUORICE ROOTS & LIQUORICE EXTRACT

CHINESE LIQUORICE ROOTS, rich in Glycyrrhizin, is suitable for pharmaceutical, confectionery and food industries.
Specifications:

1. Natural Liquorice Roots.
2. Peeled Liquorice Roots.
3. Liquorice Pieces, mixed.
4. Liquorice Roots in sticks of about 15 CM.
5. Liquorice Powder.

CHINESE LIQUORICE EXTRACT: Fragrant and sweet in taste, is good for edible and medicinal purposes. Supplied in strong packings and convenient for use. Specifications:
Glycyrrhizic Acid: 21% & up
Glycyrrhizic Acid: 55% & up

TIENTAN BRAND
TRADE MARK



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No selling time lost.
Refitting completed in just a few hours after closing time.

glen facial tissue

CHEMISTS & STATIONERS ONLY

New Concept
in Facial Tissue

GLEN is the new Tissue that's specially made to prevent sore noses. The difference between GLEN and other tissues is Extra Drying Power... extra drying power that keeps noses dry and unchafed even with the heaviest colds. GLEN Facial Tissues come in the following sizes: 1/- Handy, 1/6 Standard, 2/4 Economy and 2/- GLEN for Men.

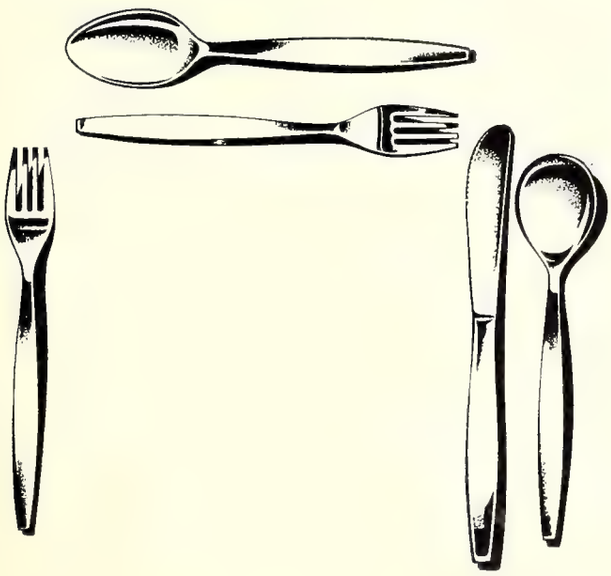
New Concept
in Retailer co-operation

GLEN is coming in with an offer that is restricted to Chemists, Stationers and their customers EXCLUSIVELY. You get 2 high quality Scandinavian style place settings with your first 6 case order, and another two settings with your next 5 case order, and so on until APRIL. The more GLEN you buy the quicker you can build up a new completely free canteen.

swings into action!

CHEMISTS & STATIONERS ONLY

New Concept
in Consumer promotion



GLEN will sell quickly too—we are making sure of that with a big consumer offer which is being mounted from January 1966 onwards. And it's an offer with a difference. Not only are these superb place settings being offered at the fantastically low price of 9/6 (plus a GLEN tear-off tab) but also the first 20,000 applications will be given an opportunity of getting their second set ABSOLUTELY FREE (with 2 box tabs). Your customers will want to build up a new canteen too, and they need GLEN boxes from YOU to do it!

New Concept
in Advertising

GLEN facial tissue is a high quality new product. It has an exciting offer to launch it. Both the tissues AND THE offer will be advertised nationally in WOMAN and WOMAN'S REALM with an unusual combination of colour and black and white facing pages and half pages between January and March 1966. Over 10,000,000 women will read about New GLEN Facial Tissues and the Scandinavian style canteen they can collect with it! Show Cards (with *actual* cutlery attached) will remind them in your shop.

To: Inveresk Paper Products Limited, Worthing, Sussex. Please send me full details of GLEN Spun Tissue products and introductory offer to chemists and stationers.

NAME _____

ADDRESS _____

_____

WHOLESALER'S NAME _____

ADDRESS _____

GODDARD'S FOR RHEUMATISM

New sales for you

Stock up now

From leading wholesalers or direct from

J. G. GODDARD & CO LTD

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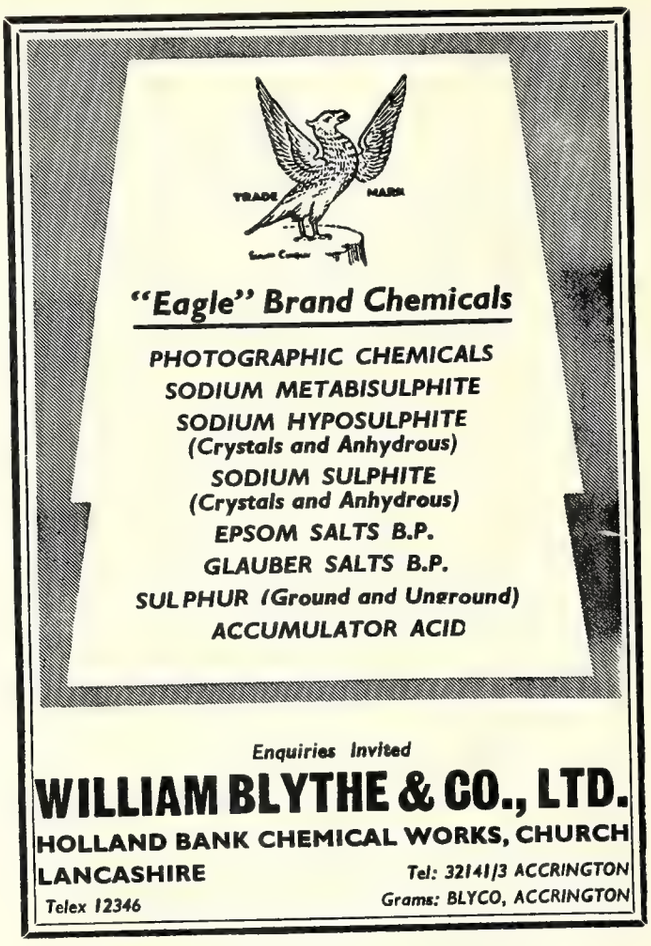


Enquiries Invited

WILLIAM BLYTHE & CO., LTD.

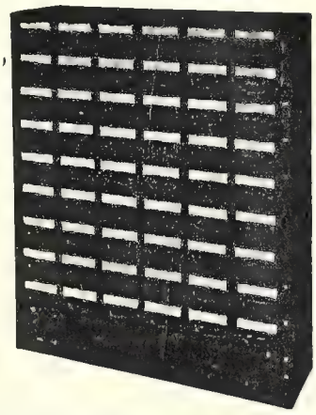
HOLLAND BANK CHEMICAL WORKS, CHURCH LANCASHIRE

Telex 12346 *Tel: 32141/3 ACCRINGTON* *Grams: BLYCO, ACCRINGTON*

Tidiness increases efficiency!

STOREMASTER 20C

20 drawers all 8" wide, 7" high, 10⅞" long, each with white identification card and transparent washable cover. Overall cabinet size: 42" high, 35" wide, 12" deep. Stove enamelled dark green. **£14.15.0**



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Overall size 42" high x 35" wide x 12" deep, 54 drawers complete with one divider, white card and transparent protective shield per drawer. **£18.0.0**

Write for free illustrated catalogue.

N. C. BROWN LTD. (Dept. C91) Eagle Steelworks, Heywood, Lancs. Telephone: 69018.

London: (Dept. C91) 5/6 Staple Inn W.C.1 Telephone: Holborn 5223

When your customers ask for WHEAT GERM- *Sell them*

FROMENT

STABILIZED PURE WHEAT GERM

RECOMMENDED FOR NERVES, HEALTH & ENERGY —FROMENT HAS A LOVELY NUTTY FLAVOUR WHICH EVERYONE ENJOYS.

DOUBLE SIZE (28oz.) FAMILY PACK ONLY 6/- 14 oz. CARTON 3/3 7oz. CARTON 1/9

Sole Manufacturers

JOHN H. HERON LTD.,

HOOK ROAD MILLS, GOOLE. TEL 1153

Whatever you need in

LABELS

for Prescriptions, Own Lines, Price and Code marking etc., we can supply. Self-adhesive, water gummed, heat seal, embossed foils. Try us!

SESSIONS

The Ebor Press : YORK : Telephone 59224

Scholl FOOT AIDS

REVISED PRICES

Revised prices of the following Scholl Foot Aids will be effective as from 1st January, 1966.

	Trade Price doz.	P. Tax	Retail
CORN, CALLOUS AND BUNION PADS			
Dr. Scholl's **ZINO-PADS, Wallets**	11/–	2/9	1/9
Dr. Scholl's **FIXO CORN PLASTERS**	9/4	2/4	1/6
Dr. Scholl's **TARSO PADS**	12/–	—	1/6
Dr. Scholl's **KUROTEX PADS**	14/–	—	1/9
Dr. Scholl's **FELT PADS**	12/–	—	1/6
Dr. Scholl's **FELT PADS, Self-adhesive**	14/–	—	1/9
Dr. Scholl's **CORN SHIELDS, Latex Foam**	16/–	—	2/–
Dr. Scholl's **FOAM CUSHION PADS**	14/–	—	1/9
PADDING MATERIALS			
Dr. Scholl's **ANIMAL WOOL**	10/–	—	1/3
Dr. Scholl's **ANTI-PRESSURE PADS**	14/–	—	1/9
Dr. Scholl's **MOLESKIN**	10/–	—	1/3
Dr. Scholl's **PROTECTO CUSHIONS**	14/–	—	1/9
FOOT COMFORT APPLIANCES			
Dr. Scholl's **BUNION SHIELD, Siimfoam**	14/–	—	1/9
Dr. Scholl's **HEEL GRIPS, Superluxe**	9/6	11d.	1/3
Dr. Scholl's **TOE SEPARATORS**	8/–	—	1/–
Dr. Scholl's **MET-LIFT SUPPORTS**	68/–	—	8/6
Dr. Scholl's **BUNION PROTECTOR**	84/–	—	10/6
Dr. Scholl's **BUNION SPRING**	14/– (each)	—	21/–
Dr. Scholl's **HAMMER TOE SPRING**	9/– (each)	—	13/6
INSOLES			
Dr. Scholl's **LATEX FOAM INSOLES**	13/–	1/4	1/9

N.B. In accordance with our Price Maintenance policy, retail prices are marked on the packets and existing stocks should be sold at old prices.

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PHARMACEUTICAL EMULSIONS and EMULSIFYING AGENTS

One of the most thumbed volumes in libraries used by pharmaceutical students, this compact handbook is essentially practical and informative, giving the modern scientific basis of the acquired skills and knowledge of generations of practising pharmacists. The much enlarged index reflects the ever-growing availability and use of proprietary emulsifying agents. A number of new emulsifying agents have been added to the new edition, with references to their use. For those who wish to take their reading further, a bibliography has been added. Revised by R. F. White, B.Pharm., Ph.D., M.P.S., the edition is fully up-to-date and informative.

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The CHEMIST AND DRUGGIST

28 ESSEX STREET, STRAND, LONDON, W.C.2.

The CHEMIST AND DRUGGIST
CLASSIFIED ADVERTISEMENTS

Address Box Number Replies to: THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2. Tel.: CENTRAL 6565

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APPOINTMENTS

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Senior Pharmacist

required for modern department in acute general hospital (300 beds). Situated within few minutes of Central Line Underground. Salary within Whitley Council scale (inc. London Weighting). Applications with details of qualifications and experience to Hospital Secretary. C 706

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Dispensing Assistant

A vacancy has arisen for an experienced Dispensing Assistant. Preference will be given to candidates possessing the Certificate of the Society of Apothecaries of London, Whitley Council salary scale, which provides a commencing salary of £467 at 22 years of age and over, rising to a maximum of £615. An additional £50 is added to the salary for possession of, or upon obtaining, the Certificate of the Society of Apothecaries and there is a final salary increment added, giving a maximum of £697. The Royal Infirmary is an acute general hospital (Category V) with large out-patients' department and services nine smaller hospitals.

Applications, stating age, qualifications, details of education and experience, etc., and the names of two referees, should be sent to Group Secretary, The Royal Infirmary, Bolton. C 6705

CANTERBURY GROUP HOSPITAL MANAGEMENT COMMITTEE

Locum Tenens Pharmacist in Charge

required immediately (full- or part-time) for Group Pharmacy, situated at the Kent and Canterbury Hospital, Canterbury (Category V Hospitals). Salary £26 5s. per week for 8 weeks appointment. Full board residence available for single male or female candidates at a charge of £230 per annum. Further particulars from or applications to Group Pharmacist, Kent and Canterbury Hospital (Telephone: Canterbury 66041). C 6695

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Applications are invited for the following appointments:

Locum Pharmacist

(Holiday relief.)

Senior Pharmacist

Salary scale £1,040—£1,295.

Pharmacist

Salary scale £955—£1,200.

Applications to the Hospital Secretary. C 726

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1

Locum Pharmacist

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ST. LEONARD'S HOSPITAL, NUTTALL STREET, LONDON, N.1

Locum Pharmacist

required from January 3 for an indefinite period. Applications to the Chief Pharmacist. Tel.: SHO. 3311, Ext. 5. C 754

THE ROYAL NATIONAL THROAT, NOSE AND EAR HOSPITAL, GRAY'S INN ROAD, LONDON, W.C.1

Pharmacist

required for busy Hospital Dispensary. Whitley Council salary and conditions. Apply to Chief Pharmacist. TER. 8855. C 750

SITUATIONS VACANT

RETAIL (HOME)

ESSEX, LEIGH-ON-SEA. Superintendent pharmacists required from March 1, 1966, for pleasant family business. Modern shop. No clerical work, mostly dispensing duties. Three weeks' holiday. £2,000-£2,500 for right applicant. Modern house near sea-front available if required. Box C 1567.

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Box C 1557

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(aged 28-40)
required by expanding Group of
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The Company Secretary, SANGERS, LIMITED, 25/29 Tolmers Square, Hampstead Road, London, N.W.1.

C 1555

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Excellent future prospects for a young man who should preferably have had some manufacturing experience.

Pleasant working conditions, pension and free life assurance scheme. Five day week. Applications in writing please to:

The Personnel Manager,
CALMIC LIMITED
Crewe, Cheshire

C 6701

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Applicants who have the qualities to engage in this highly exacting field should write in the first instance giving a brief synopsis of career to date, to:

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ABBOTT LABORATORIES LIMITED,
Queenborough,
Kent
Marking the envelope CD9

Applications will be regarded in the strictest confidence and will only be pursued further, after an initial interview, with the candidate's permission.

C 6702

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OPENINGS EXIST FOR FIRST-CLASS AGENTS

with nationally known and progressive toiletry and hair-care manufacturer. Must be well introduced to the trade.

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PHARMACEUTICAL MANUFACTURER in Ireland with modern plant has surplus manufacturing capacity available for tablets and injectable products. Full analytical control facilities available. For further details please contact Antigen Ltd., Roscrea, Ireland. C 6700

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The CHEMIST AND DRUGGIST
JANUARY 1, 1966

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Baby rub vapour cream available in seven designs. **Own Name—Own Brand.** 1 oz. jars uncartoned. Showcard. 11/6d. per doz. plus P.T. Quantity discounts.
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Miss Edwards
Publicity.

The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

JANUARY 8 1966

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LINCTUS/CAPSULES

for adults, and children over 10 years

Linctus in containers of 125 ml. and Capsules in containers of 25

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LINCTUS

for children, and infants from 6 months

Containers of 125 ml.

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Manufactured by
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Distributors
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Dagenham · Essex · England

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Hydrocodone Bitartrate
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Morphine Alkaloid
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Morphine Sulphate
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Narcotine Alkaloid
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Homatropine Hydrochloride
Homatropine Methylbromide
Hyoscine Alkaloid
Hyoscine Hydrobromide
Hyoscine Methylbromide
Hyoscyamine Alkaloid
Hyoscyamine Hydrobromide
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Hyoscyamine Sulphate
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Oleoresin of Capsicum
Oleoresin of Ginger
Phenyltrimethylammonium Chloride
Scammony Resin
Sodium Tauroglycocholate

MACFARLAN SMITH LTD

Manufacturers of Fine Chemicals, WHEATFIELD ROAD, EDINBURGH, 11

Please address all enquiries to Macfarlan Smith Ltd., Sales Department, 891-995 Greenford Road, Greenford, Middlesex

glen facial tissue swings into action!

CHEMISTS & STATIONERS ONLY

New Concept in Facial Tissue

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To: Inveresk Paper Products Limited, Worthing, Sussex.
Please send me full details of GLEN Spun Tissue products and introductory offer to chemists and stationers.

NAME _____

ADDRESS _____

_____

WHOLESALER'S NAME _____

ADDRESS _____

A

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ROBINSON'S INSTANT FOODS AND CEREALS

Instant Foods are great news—they're real meat, vegetables and fruit in handy flake form.

Robinson's Cereals are the acknowledged brand leaders among cereals. Robinson's Instant Food and Cereals, mean instant turnover!

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Plus—Professional Press Advertisements to midwives, nurses, clinics, explaining the advantages of Instant Foods and Cereals.

Popular products—solid advertising support—you can't fail!

ROBINSON'S

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INSTANT TURNOVER—ORDER TODAY!

"ZONO" THERM-O-WOOL

(REGD.)

2/4 and 3/10 cartons

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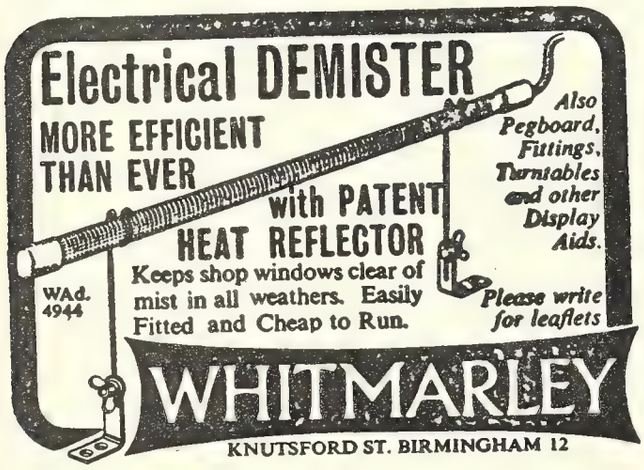
CARTER BROS., GLEN LABORATORIES, SHIPLEY (Yorks) **Export Enquiries Invited**



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PEPTINOL (G.B.) LTD.

Announce that from 1st January, 1966, their products **DE-NOL** and **GASTRINOL** are being distributed by

VESTRIC LTD.

★ *ALL ORDERS SHOULD BE DIRECTED TO THE NEAREST VESTRIC BRANCH*

DE-NOL

(now in single bottle pack—
recommended treatment two bottles)

Retail price **90/–** per bottle
Cost price **54/–** plus tax

GASTRINOL

Retail price **17/6** per bottle
Cost price **11/3** plus tax

INDEX TO ADVERTISERS

Ashwood Timber & Plastics, Ltd. 4
Barber Electrical Services, Ltd. 22
Beecham Food & Drink Division (Lucozade) ..... Interleaved Edit., 13
Beecham Toiletry Div. 6, 7
British Dyewood, Ltd. 25
Burroughs Wellcome & Co. ..... Interleaved Edit., 19
Burroughs Wellcome & Co. ..... Price List Sup., page 1
Bush, W. J., & Co., Ltd. ..... Interleaved Edit., 14
Carter Bros. (Therm-O-Wool) 4
Cataline Co., Ltd. 24
Chesebrough-Pond's, Ltd. ..... Interleaved Edit., 18
Colman, J. & J., Ltd. (Robinson Baby Foods) 2, 3
Continental Cosmetics, Ltd. ..... Interleaved Edit., 15
Corre, A., & Son, Ltd. ..... Price List Sup., page 5
Cox, A. H., & Co., Ltd. 8
Cuxson Gerrard & Co., Ltd. ..... Interleaved Edit., 20
Dales Pharmaceuticals, Ltd. 24
Dixor, Ltd. 11
dott. Inverni & Della Beffa, S.p.A. ..... Cover iii
Gibbs (Signal) ..... Interleaved Edit., 16, 17
Ilon Laboratories 25
Inveresk Paper Co., Ltd. 1
Jacob, White & Co., Ltd. 8
Kent, G. B., & Sons, Ltd. 5
Lenton Products, Ltd. 12
Macfarlan Smith, Ltd. ..... Cover ii
May & Baker, Ltd. ..... Front Cover
Medopharma, Ltd. 24
Menley & James Laboratories (Contac 400) 25
Newalls Insulation & Chemical Co., Ltd. 26
Orridge & Co. ..... Price List Sup., page 5
Osmond Aerosols, Ltd. 22
P & M-Warrick 9
Peptinol (G.B.), Ltd. 4
Raywarp Textiles, Ltd. ..... Cover iv
S.C.E.P.A. 24
Silber, J. J., Ltd. 21
Spring Grove Laundries 12
Stevenson, Hugh, & Sons, Ltd. 8
Tobal Laboratories, Ltd. (Antussin) 10
Whitmarley Displays, Ltd. 4
Wholesale Trading Supplies, Ltd. 23

BY APPOINTMENT TO HER MAJESTY THE QUEEN BRUSHMAKERS

KENT CHEMISTS' TOOTHBRUSH

BONUS OFFER for 1966

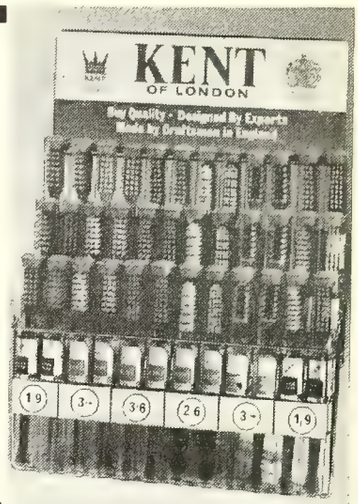
ALL INCLUSIVE PARCELS BRISTLE OR NYLON MIXED

PARCEL QUANTITIES ON BULK TERMS

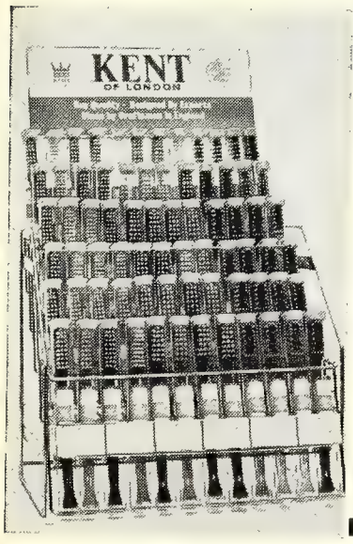
CONTRACT RATES AVAILABLE

FREE DISPENSERS

NOW EVEN HIGHER QUALITY



3 doz. Stand K. 164



6 doz. Stand K. 166

Important to the Pharmacist 95% of Kent toothbrushes are sold direct to the Pharmaceutical Profession. Direct supply means our complete control over our distribution. Supermarkets, cut price stores, grocers all sell toothbrushes — but not Kent Toothbrushes.

STOCK and SELL YOUR TOOTHBRUSH

WORLD'S FINEST BRUSHES ON BEST BONUS TERMS

★ **Premium Bonds** ★ **Free Nylon or Bristle Toothbrushes** ★

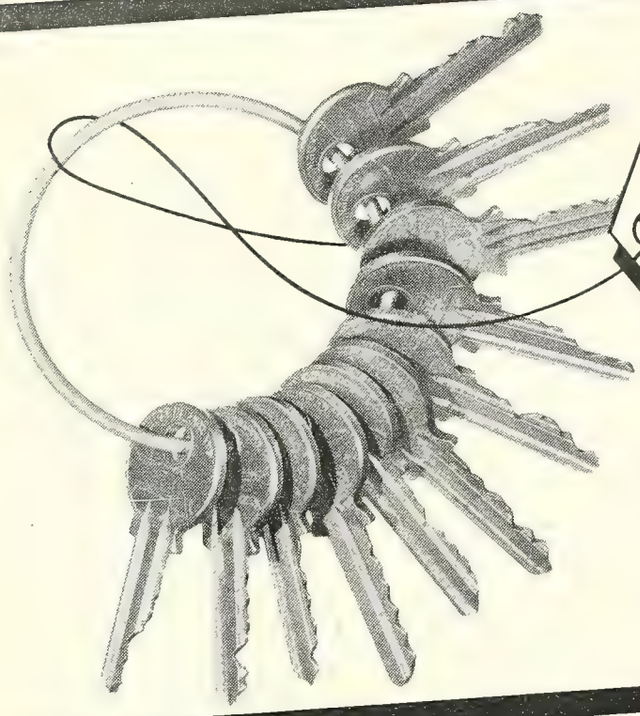
Write today

KENT EST. 1777 ENGLAND

G. B. KENT & SONS LTD.

24 OLD BOND STREET, LONDON W.1. *Telephone:* HYDe Park 1471

Application made for exemption under the Resale Prices Act, 1964



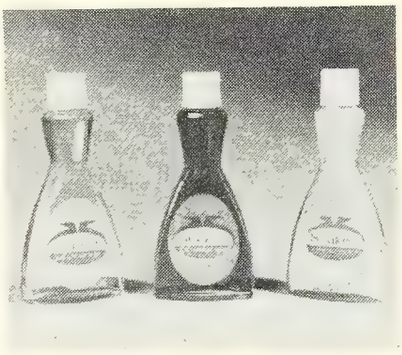
BEECHAM TOILETRIES

your keys to continued profits

*** VOSENE - BRAND LEADER**
in medicated shampoos.
Now with Biomin

*** BODY MIST - BRAND LEADER**
in spray deodorant market

*** BRYLCREEM - BRAND LEADER**
in men's hairdressing market



*** SILVIKRIN - BRAND LEADER**
in liquid shampoo market. Now in liquid, lemon and cream.

*** AMAMI - BRAND LEADER**
hair setting lotion.

*** BRISTOW'S LANOLIN BRAND LEADER** in cream shampoos

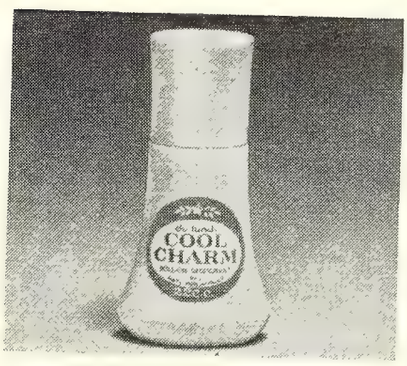
8 BRAND LEADERS

IN A COMPLETE TOILETRY RANGE

Beecham's symbols of success. 11 keys for Britain's best known toiletries. Brand leaders almost every one! Top for sales and profits.

Beecham Brands stand the pace—stay on top. BIG, powerfully persuasive, consistent advertising sees to that...in press, cinema, TV and radio. Add to all this—exciting regular Beecham promotions, spectacular deals, consumer offers—and you have the finest money-spinners of them all, the range of Beecham Toiletries.

***HILTONE - BRAND LEADER**
in hair lightener market



*** COOLCHARM - BRAND LEADER**
in complete roll-on deodorants

SILVIKRIN HAIR CREAM
with Brylcreem holds 2/3 of the hair cream market

MACLEANS
Second toothpaste brand, expanding fast

BRISTOW'S STAR SPRAY
Famous aerosol hairspray with growing sales.

Concentrate on BEECHAM toiletries

Beecham Toiletry Division . Beecham House
Brentford . Middlesex

a COX presentation for your name and brand mark

Bronchial Balsam

a most soothing **black currant flavoured** preparation for the relief of a bronchial or irritating cough, bronchial catarrh and similar conditions

Trade price – 4 oz. bottles, uncartoned
1 doz. **19/6**
3 doz. **19/–** per dozen
12 doz. **18/6** per dozen
+ 25% P.T.

Recommended retail selling price 3/6 per bottle

Available in seven different designs of label

striking showcard on request

ARTHUR H. COX & CO. LTD.
BRIGHTON, SUSSEX

'All Purpose' Plastic Lined Corruganza REGD. Ointment & Pill Boxes

Made in compliance with British Standard 1679 : 1965

These plastic lined all purpose boxes are suitable for all aqueous and oil based ointments except Methyl Salicylate and those containing tar. They fully comply with the standards laid down in the new B.S.I. specification and are offered in addition to our standard ointment and pill boxes. Four sizes are available from 20 to 160 ml. They have a long shelf life and can be nested to save storage space.

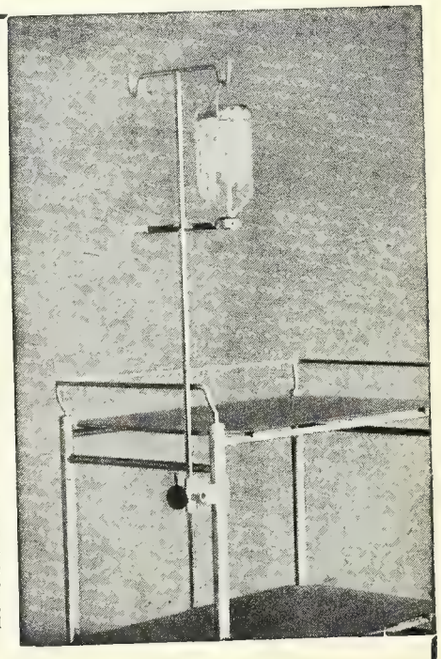
HUGH STEVENSON & SONS LTD.
ROUND BOX DIVISION · CROSSLEY RD · MANCHESTER 19
Telephone Heaton Moor 6321 Telegrams Hustevson Manchester 19

The UNIVERSAL BED CLAMP Nylon Coated

goes practically anywhere — on bed end, theatre trolley, ambulance rack, etc.

The hard-wearing nylon coating ensures protection of clamped surfaces.

Can be supplied separately for use with existing ½ in. diam. transfusion rods or other accessories, complete with single or double hook rods, or with nylon-coated bottle stabiliser.



Full details from:

JACOB, WHITE & CO. LTD.
324 UPPER STREET, LONDON, N.1
CANonbury 3233-4

EVERY WEEK!

striking advertising will get new customers for you—and only you!

NEWS OF THE WORLD	**16,610,000** adult readers	
PEOPLE	**15,699,000**	,,
SUNDAY MIRROR	**13,441,000**	,,
SUNDAY EXPRESS	**11,074,000**	,,
SUNDAY MAIL	**2,008,000**	,,

STOCK—DISPLAY—SELL

MEGGEZONES

P & M-WARRICK, Seymour Road, Leyton, London E.10 · Tel: LEYtonstone 3334

WK3A

B

JANUARY 1966

Antussin

NEW YEAR BONUS AVAILABLE ORDER NOW!

Here's another generous bonus to bring you extra profit on Antussin for the winter cough season.

And there's a tremendous television advertising campaign to help you sell. Customers all over the country will see an Antussin commercial on average as many as five times each.

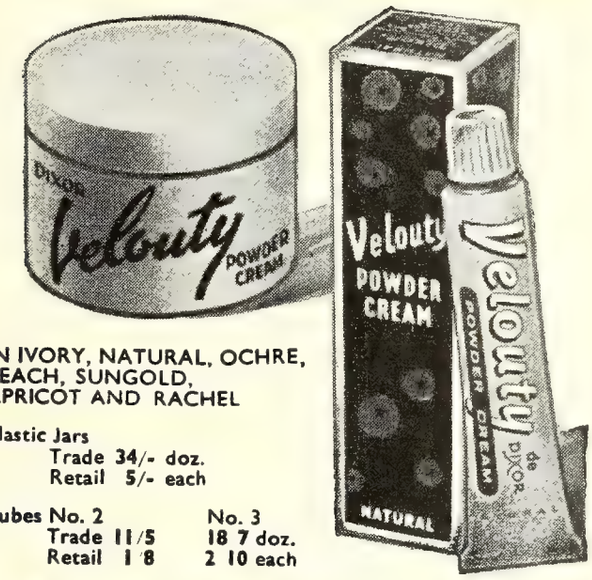
You can recommend Antussin with confidence. Antussin's unique modern formula, with Dextromethorphan, gives really effective relief. Order now!

Antussin for Children *Special formula. R.S.P. 4/-*

Antussin for Adults *R.S.P. 4/6 and 7/6*

Antussin Capsules *A special form of liquid Antussin for the pocket. R.S.P. 4/-*

A TOBAL PRODUCT TOBAL LABORATORIES LTD., HESKETH HOUSE, PORTMAN SQUARE, LONDON, W.1. GAT 3-8060-85



IN IVORY, NATURAL, OCHRE, PEACH, SUNGOLD, APRICOT AND RACHEL

Plastic Jars
Trade 34/- doz.
Retail 5/- each

Tubes No. 2 Trade 11/5 Retail 1/8
No. 3 18/7 doz. 2/10 each

Velouty
de DIXOR
POWDER CREAM

Constantly advertised in Women's Magazines

NATURAL PEACH & IVORY ONLY

Special LARGE TUBE

NO 4 SIZE
Trade 36/8 doz.
Retail 5/6 each

DIXOR LTD. ST. LEONARD'S RD MORTLAKE. S.W.14

THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 January 8, 1966 No. 4482

CONTENTS

Correspondence 34
Guide to New Medicaments 40
Hospital Pharmacy Forum 37
Leading Articles:
Chemicals in Cosmetics 35
Overseas Trade in Pharmaceuticals ... 35
"Local Boy" as Honoured Guest ... 26
Cartoon 27
Onward from Galen 38
Pharmaceutical Society of Northern Ireland: Council Meeting 36
Pharmacy in Czechoslovakia 41
Pharmacy in Uganda 39
Royal Warrant Holders 29
Shopfitting and Display Notes 33
Topical Reflections 25
Ulster Chemists' Association 42

A Pharmacist's Anthology 39
Branch Events 26
Business Changes ... 28
Coming Events 47
Commercial Television ... 48
Company News 28
Contemporary Themes ... 48
Deaths 30
Equipment and Accessories 32
Instruments and Apparatus 32
Irish News 24
Manufacturers' Activities 34
New Companies 48
New Products and Packs ... 31
New Year Honours ... 29
Packaging Notes 32
Patents 45
Personalities 28
Prescribers' Press 48
Print and Publicity ... 47
Scottish News 24
Trade Marks 46
Trade Notes 30
Trade Report 43

Index to Advertisers, p. 4. Classified Advertisements, p. 28.

PUBLISHED BY
MORGAN BROTHERS (PUBLISHERS), LTD.,
at 28 Essex Street, Strand, London, W.C.2
Telephone: Central 6565

MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

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GLASGOW: 8 Merrylee Road, Newlands, S.3. *Phone:* Merrylee 6356.
LEEDS, 16: 32 Wynford Rise, West Park. *Phone:* Leeds 67 8438.

ANNUAL SUBSCRIPTION
which includes The Chemist and Druggist Diary and Year Book, £4 5s. Single copies 1s. 3d. each (postage 8d.).

All right-do it yourself then!

Buy your staff's work garments. Deliver them to the laundry and *pay* for repairing, cleaning, sterilising and pressing them. And buy more when they wear out. But on the other hand you could pay a low weekly hire charge to Spring Grove and they'd supply you with garments of the type you choose. Repair, clean, sterilise and replace them FREE! *And* do the same with your washroom towels, saving you a great deal of bother. But of course it's up to you. If you're not interested . . .

Now wait a minute! Who said I wasn't interested? If you can *prove* your point, then you've got a new customer. So don't just stand there—convince me!

Name .....

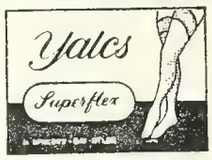
Company .....

Address .....

SPRING GROVE LAUNDRIES LIMITED

SPRING GROVE SERVICES
Head Office, Spring Grove Rd.,
Isleworth, Middlesex.
Telephone ISLeworth 8081
Branches throughout the country

SPRINGTIME
Nylon support stockings 29/6d per pair.



SUPERFINE
Full-footed, seamed, seamless. Elegantly sheer 63/- per pair

SUPERMESH
Mesh texture gives fine appearance on leg. Seamed or seamless. 63/- per pair.

SUPERFIT
Full-footed, fashioned. Obtainable under N.H.S. 48/- per pair.

SUPER-FLEX
Ultrafine stockings in Spandex Bri-Nylon. 63/- per pair

SERVICE
Full-footed, seamed or seamless or open-toe. Obtainable under N.H.S. 48/- per pair.

Yalcs Nylon Elastic Hosiery is easy to sell!

Because there is a wide range of styles and foot-sizes, and because they are all in true two-way stretch yarn, Yalcs Nylon Elastic Hosiery is really easy to sell.

All leading chemists require surgical hose that is second-to-none in quality, nationally advertised and backed by superlative service. That is why they specify Yalcs.

Leaflets and measurement forms sent on request.

LONDON OFFICE:
6-10 GREAT PORTLAND ST., LONDON, W.1.
TEL: LANgham 1071/2

DISTRIBUTORS FOR EIRE.
REXALL DRUG CO., DAVITT ROAD, DUBLIN 12.
TEL: DUBLIN 56628/9
GRAMS: REXALL, DUBLIN.

Yalcs

LENTON PRODUCTS LTD. Grove Road Lenton Nottingham.

ADVERTISER'S ANNOUNCEMENT

In acute bronchitis
when the question is...

HOW TO ENSURE that a patient with a feverish condition takes sufficient essential fluid and calories. Very often in such circumstances you are the person looked to for an answer.

The patient with acute bronchitis, being pyrexial, often cannot face ordinary food. Nausea may be present, and coughing bouts may result in retching and vomiting. Yet fluids and some nutriment that will spare protein and provide energy are essential.

What, then, can you do to help these patients? A liquid glucose drink will very often provide the answer, and just such a drink has been in everyday clinical use for many years . . . Lucozade. So, when the question is "What shall I recommend to help this patient?" remember that Lucozade's value has been fully established over a long period of time.

Just why it is so suitable under these circumstances derives from its formulation:—

¶ Lucozade is basically a solution of liquid glucose which contains a number of carbohydrates, of which dextrose (glucose) is only one. The others (maltose, oligosaccharides and higher saccharides) comprise more than 80% of the total weight of the constituents. It is erroneous, therefore, to think of liquid glucose as being dextrose in liquid form. For instance, it is not as sweet as dextrose (or sucrose). The relative sweetnesses are: liquid glucose 23, dextrose 74, (sucrose 100).

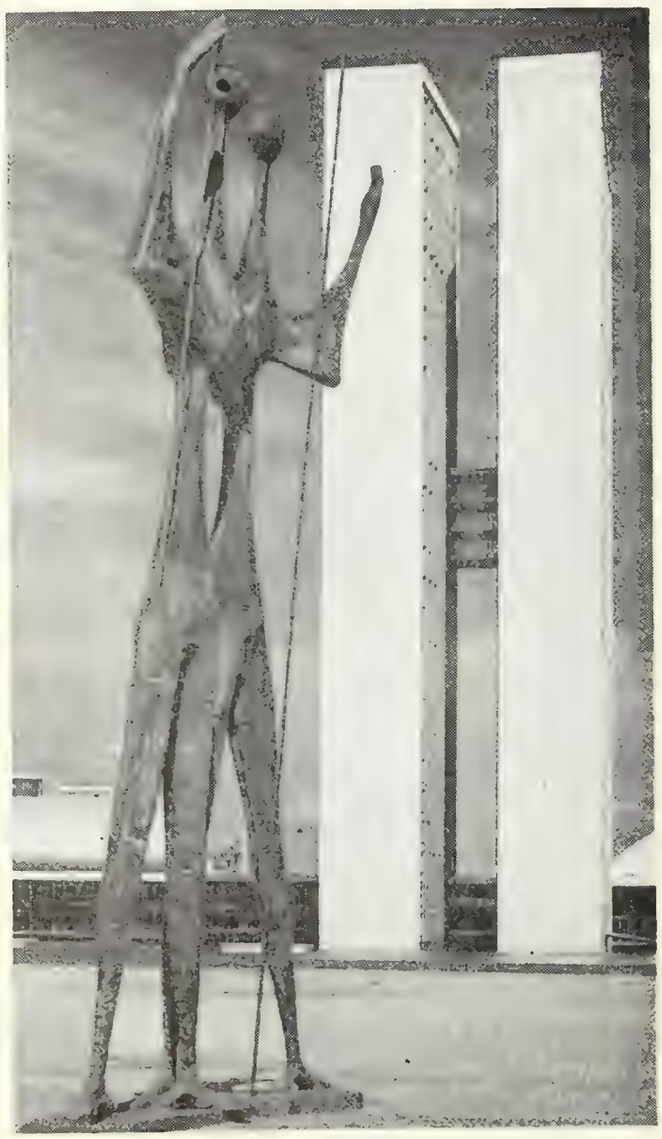
¶ In man liquid glucose has been shown[1] to produce a 10% blood sugar rise in 5.1 minutes, compared with 7.2 minutes for dextrose and 8.3 minutes for sucrose. It spares protein and provides fluid. One large bottle of Lucozade supplies 546 Calories (except in Northern Ireland where, because of an increased liquid glucose content, it provides 650 Calories).

¶ Liquid glucose has a much lower osmotic pressure than either dextrose or sucrose and it is for this reason, together with its lower sweetness level, that it rarely causes nausea or stomach upset, even when taken in considerable quantity. Moreover, Lucozade is pleasant to take. It has a mild citrus flavour, is lightly carbonated and acidified with lactic acid.

¶ Lucozade is, therefore, invaluable—when fluid intake has to be increased; when a patient cannot face a normal diet or has difficulty in swallowing; in any gastro-intestinal disorder; pre- and post-operatively; in hepatitis; and in cases of fatigue due to a temporary drop in the blood sugar level.

[1] Lancet, 1959, i, 485.

Our chemicals are *your* business



be it in Gt. Britain or Brazil

WE have been producing industrial chemicals long enough to know that many of them have a diversity of uses. One industry may use a compound for an entirely different purpose from another. The manufacturer knows his own business best! But the fact remains that Bush chemicals are used in a host of industries in every part of the world. Apart from our established compounds which every good chemist knows we make, Bush research is constantly engaged in developing new compounds . . . new chemicals—and one industry or another is usually glad of it. Whatever you require, our technical 'know-how' and resources are at your service—wherever you are.

You know Bush for these	BUT HOW ABOUT THESE?
Benzyl Chloride	**Diphenylmethane**
Benzoic Acid	**Benzoic Anhydride**
alpha-Amyl Cinnamic Aldehyde	***alpha*-Hexyl Cinnamic Aldehyde**
Cinnamic Aldehyde	**Cinnamyl Alcohol**
beta-Bromostyrene	**Cinnamic Acid**
Phenylacetic Acid	**Phenylacetyl ethanolamine**
Vanillin	**Veratraldehyde**

BUSH **W. J. BUSH & CO LTD**

MEMBER OF THE ALBRIGHT & WILSON GROUP OF COMPANIES · ASH GROVE · HACKNEY · LONDON E.8 CLI 1234

The Jordan Toothbrush is a result of scientific research carried out by Scandinavia's leading manufacturer. Its superb design, high quality and unique sales features have made it brand leader in Scandinavia and the fastest growing brand in Great Britain, Holland and Belgium.

ADVERTISING SUPPORT

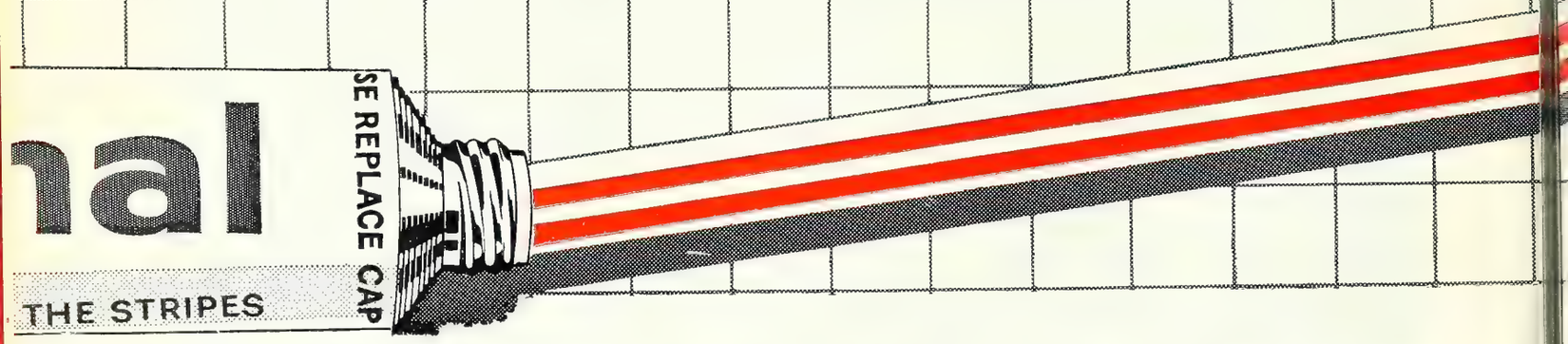
National advertising support throughout the summer in Woman, Reader's Digest, Sunday Express, Woman's Realm, Nova, Woman's Own and Woman's Mirror.

1. Withstands regular sterilisation with boiling water.
2. Tufts made of new resilient Du Pont Tynex.
3. Each strand rounded to care for tooth enamel.
4. Tufts shaped for effective cleaning between teeth.
5. Spoon shaped handle for easy back teeth cleaning.
6. Available in five attractive colours — Black, White, Scarlet, Blue and Yellow.
7. Adults' brush now available with soft as well as medium and hard tufts.
8. Smaller brush made specially for children.

Stock, display and sell Jordan Toothbrushes. Order through your wholesaler or contact

Continental Cosmetics Ltd. 1-7 Boundary Row, London S.E.1, WATerloo 6955

SIGNAL SALES



£100,000 PROMOTION!

AND NOW
2 GREAT
PROMOTIONS
TO PUSH SALES
EVEN HIGHER!

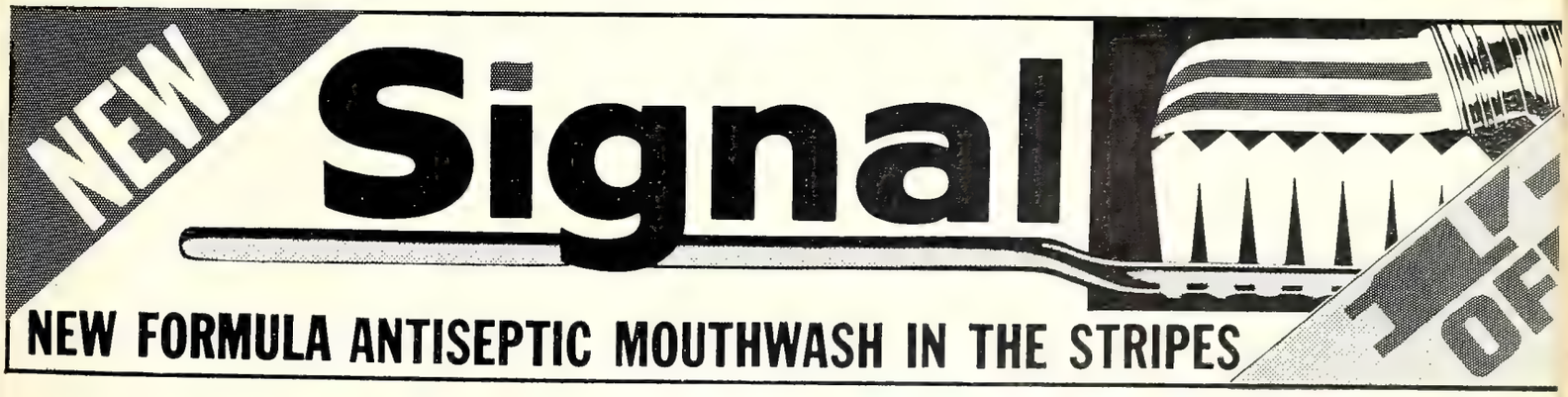
1 Never before has so much money been offered to the public. And all they have to do is buy Signal packs, collect four jigsaw pieces from them and complete the competition. This £100,000 promotion, and a hard-selling advertising campaign to back it up, will mean greater sales, greater profits for you. Make sure you've got enough stock of the special pack!—remember, they'll be coming back again and again for more and more packs to complete their jigsaw.

STOCK SIGNAL—*THE FASTEST*

ALREADY UP 20%

NEW GIANT 1/- OFF PACK!

2 Following the great success of New Signal, Gibbs now make New Signal available in new GIANT pack. This is in line with current trends—over 50% of Signal sales are now in larger sizes. Customers like them—and so they should. The 1/- off Giant pack gives nearly twice the value of standard packs. Make sure **you** order enough stock now—to take advantage of the great introductory bonus!



GROWING TOOTHPASTE!

5 million women need this new shampoo to bring out the sunshine in their hair

in
9d sachets
and
2/6 bottles

new Vaseline Lemon Shampoo for greasy hair

Twenty-seven per cent of all your women customers suffer from greasy hair. And statistics show that they buy more shampoo than other women. So now meet the new Shampoo created especially for this big market—the only Lemon Shampoo advertising in its own right to 5 million women through bright whole pages in full colour in *Woman*, *Woman's Own*, *Woman's Mirror*, *She*, *Honey*. Put some Vaseline Lemon sunshine into your sales figures!

Travel with 'Marzine' on the 3-way bonus

Specially favourable bonus terms are available until April. Stock up by ordering a whole season's supply now. An extensive new advertising campaign for 'MARZINE' will run throughout the summer to encourage even more sales. Thousands of people will buy 'MARZINE' again because it suits them and the children.

'MARZINE'
3/- per tube of 10 tablets

IT'S BONUS TIME UNTIL APRIL 9, 1966

3 dozen tubes
13 TO THE DOZEN
6 dozen tubes
14 TO THE DOZEN

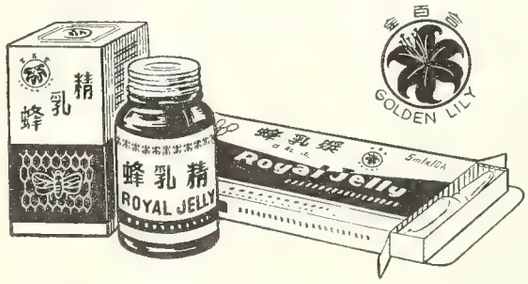
1 gross or more
14 TO THE DOZEN—
plus deferred payment terms (one gross or more only)
—delivery now and pay in August

Orders for 5 dozen or more are carriage paid

BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd) LONDON

"Golden Lily"
ROYAL JELLY

ROYAL JELLY is universally known as a powerful tonic as well as a good remedy for those sufferers of poor health, in conditions of under-development, over-fatigue and low vitality, etc.
It is supplied in liquid form or in capsules and can be taken by both sexes irrespective of age.

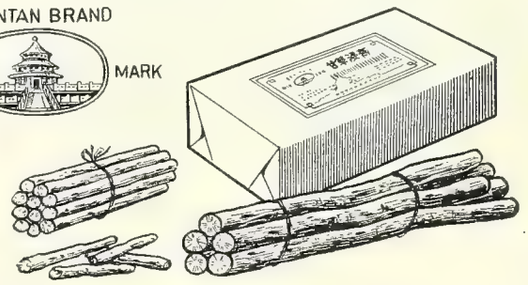


Chinese
LIQUORICE ROOTS
& LIQUORICE EXTRACT

CHINESE LIQUORICE ROOTS, rich in Glycyrrhizin, is suitable for pharmaceutical, confectionery and food industries.
Specifications:
1. Natural Liquorice Roots.
2. Peeled Liquorice Roots.
3. Liquorice Pieces, mixed.
4. Liquorice Roots in sticks of about 15 CM.
5. Liquorice Powder.

CHINESE LIQUORICE EXTRACT: Fragrant and sweet in taste, is good for edible and medicinal purposes. Supplied in strong packings and convenient for use. Specifications:
Glycyrrhizic Acid: 27% & up
Glycyrrhizic Acid: 55% & up

TIENTAN BRAND
TRADE MARK



CHINA NATIONAL TEA & NATIVE PRODUCE IMP. & EXP. CORP.
TIENTSIN NATIVE PRODUCE BRANCH
33 Harbin Road, Tientsin, China. Cable: "DRUGS" TIENTSIN

2943

HOW TO BENEFIT FROM
YOUR OWN GOOD LOOKS?
ASK OSMOND AEROSOLS!

We will pack your aerosols — incorporating your own name and brand-image under your own colourful and exclusive design — your own good looks!

OSMOND AEROSOLS TAKE CARE OF EVERY ASPECT OF FILLING

TECHNOLOGICAL AID
DEVELOPMENT WORK
QUALITY CONTROL
DESIGN & DISPLAY
FILLING EXPERTISE
RELIABLE SERVICE

by formulation specialists
in our own laboratories
leaving nothing to chance
inclusive in our service
outcome of long experience
ensuring on-time delivery

We are established volume fillers for firms whose names are household words but still give the same careful attention to short-run "specials". Try us for either — or both!

OSMOND
AEROSOLS
LIMITED

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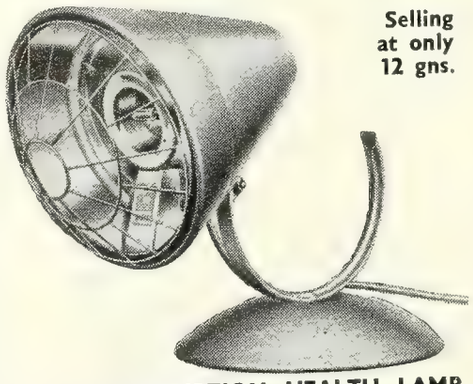

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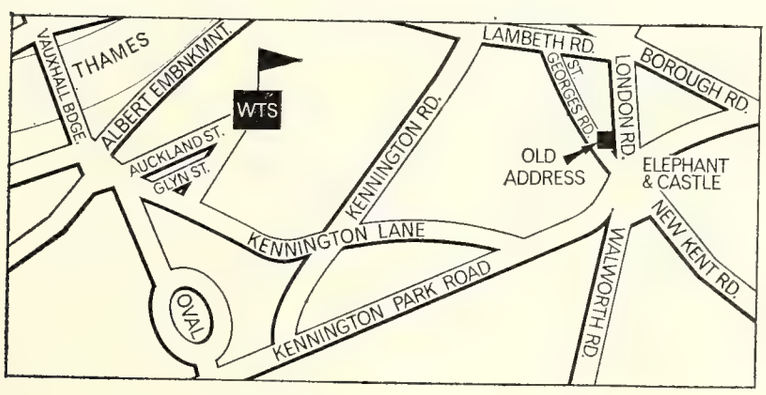

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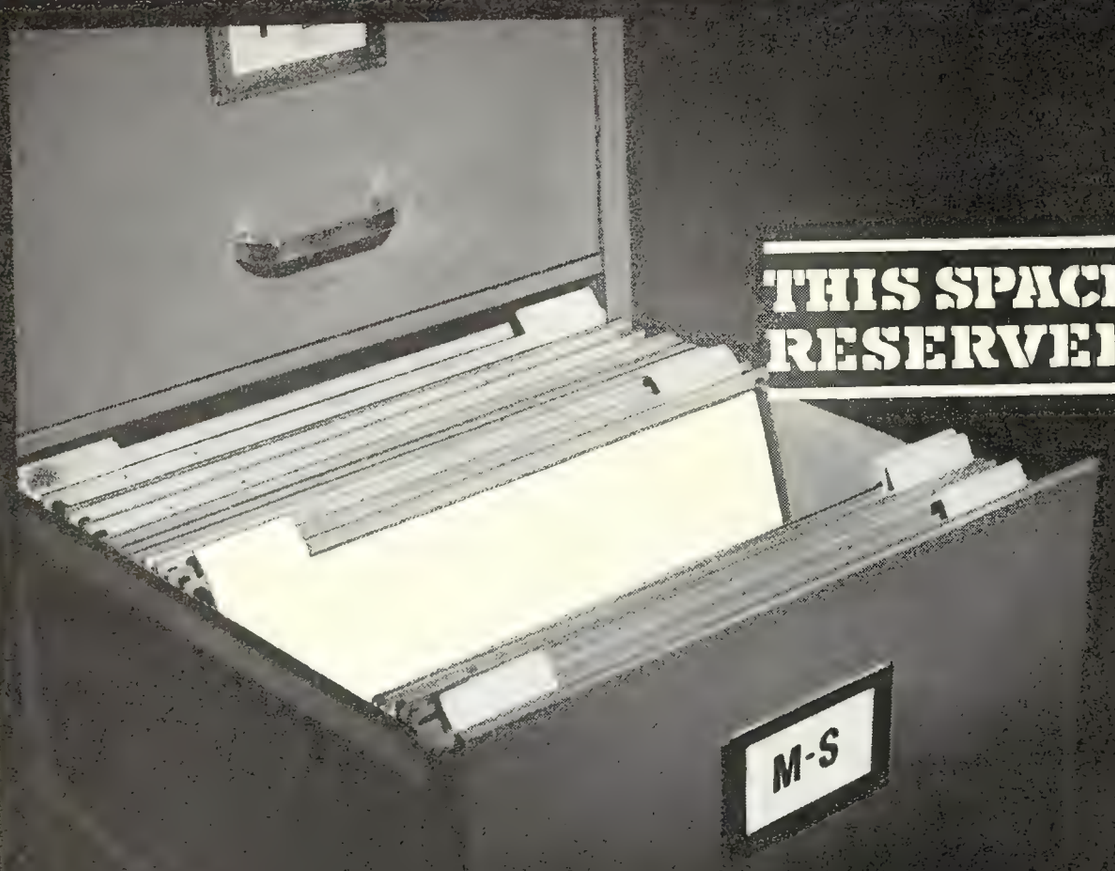

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BASINGSTOKE

New Shops at South Ham

Five new shops are being constructed on the South Ham residential extension and one of these has been reserved for a Dispensing Chemist and tenders are invited from Chemists for the lease of this shop.

Further details, together with forms of tender may be obtained from the Director of Town Development, Basingstoke Development Group, "Erdesley," Cliddesden Road, Basingstoke. Tenders in plain sealed envelopes, clearly marked "Tender for South Ham Shops" must be returned not later than 31st January, 1966.

The Council does not bind itself to accept the highest or any tender. C 6719

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APPOINTMENTS

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS

Dispensing Assistant

Modern, well-equipped department. Whitley Council salary plus London Weighting. Apply to Hospital Secretary naming two referees. C 6721

BETHNAL GREEN HOSPITAL, CAMBRIDGE HEATH ROAD, LONDON, E.2

Senior Pharmacist

required for modern department in acute general hospital (300 beds). Situated within few minutes of Central Line Underground. Salary within Whitley Council scale (inc. London Weighting). Applications with details of qualifications and experience to Hospital Secretary. C 706

ST. LEONARD'S HOSPITAL, NUTTALL STREET, LONDON, N.1

Chief Pharmacist

required at St. Leonard's Hospital (Acute 192 beds), and for duties at St. Matthew's Hospital (Geriatric 310 beds). Applications naming two referees should be sent to the Group Secretary, Central Group Hospital Management Committee, 213 Kingsland Road, London, E.2, as soon as possible. C 6720

NORTH WIRRAL HOSPITAL MANAGEMENT COMMITTEE, VICTORIA CENTRAL HOSPITAL MEDICAL UNIT, MILL LANE, WALLASEY

Applications are invited for the following appointments:

Locum Pharmacist

(Holiday relief.)

Senior Pharmacist

Salary scale £1,040—£1,295.

Pharmacist

Salary scale £955—£1,200.

Applications to the Hospital Secretary. C 726

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1

Locum Pharmacist

required at this hospital. Salary £24 13s. 6d. per week. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 753

RONKSWOOD HOSPITAL, WORCESTER

Pharmacist

required for interesting and varied duties. Salary on scale £955 to £1,200 per annum according to previous professional experience. Applications stating age, details of training, post held, names of referees, to the Hospital Secretary, from whom further information may be obtained. C 6713

ROYAL FREE HOSPITAL GROUP, NORTH WESTERN HOSPITAL, LAWN ROAD, HAMPSTEAD, N.W.3

Dispensing Assistant

required at the above hospital. Whitley salary scale ranging (for applicants over 21 years of age) from £414 to £615 per annum plus London Weighting and qualification allowance.

Apply naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 6708

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Salary scale £955—£1,200. This post offers wide experience.

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Post-graduate, to commence August 1966.

Applications stating age, training, etc., to be sent to the Group Secretary, Southmead Hospital, Bristol. C 6717

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Senior Pharmacist

Applications are invited for the post of Senior Pharmacist. Salary scale rises to £1,295 per annum, plus London Weighting Allowance. Applications to the Hospital Secretary. C 6716

ST. LEONARD'S HOSPITAL, NUTTALL STREET, LONDON, N.1

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Pharmacist

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PUBLIC APPOINTMENTS

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Registered Pharmacist

A Registered Pharmacist (Basic Grade) is needed for the R.N. Hospital, Haslar, Gosport, Hants.

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SITUATIONS VACANT

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C 1555

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TABLET MAKER with at least 5 years' experience for small progressive firm of manufacturing chemists in North London. Commencing salary £1,000 up. Box C 6709.

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C 1570

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C 1566

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Applications stating qualifications, personal particulars and outlining duties in previous positions held will be treated in strict confidence.

BOX C 6712

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They'll love the lace—test the stretch — tweak the trim and make up their minds to buy two!
You'll take to Headliners too—perhaps its those adorable mark ups!

send this coupon to Raywarp for your free sample

RAYWARP TEXTILES LIMITED.
ALFRED ST. NORTH, NOTTINGHAM.

Name .....

Buyer at .....

Address .....

..... (Dept. C.D.)

The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

JANUARY 15 1966

Natural drug extracts, tinctures, syrups, oils, emulsions etc. There are many sources of supply, none more dependable than StaffordAllenS. They have been *THE* people for natural pharmaceuticals since 1833. They maintain this position because they think in terms of supplying what you *need,* rather than giving you whatever is available.
StaffordAllenS means standardised quality, purity, reliability of supply and delivery, and of course stringent quality control.

For full details write to:

STAFFORD ALLEN & SONS LIMITED

Wharf Road, London, N.1.

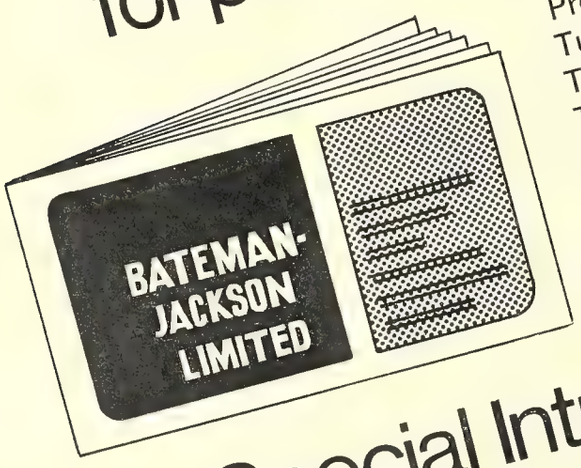
Telephone: CLErkenwell 1000

TAS/AL.801

Have you sent for them yet?

FULL DETAILS OF A NEW SOURCE OF REVENUE

in your copy of the new
B-J Catalogue of
Specialised Surgical Dressings
for professional and general use



Products include:
Tubiton tubular bandages and applicators.
Tubigrip tubular support bandages.
Tubigrip supports · Arthro Pads · Tubipads
for pressure sores · Seton Collar 'n' Cuff ·
Happi-Babe One Way Nappy · Tubifoam
for chiropody and general surgical use.
Setoniquets—new type tourniquets.
Tubiton bandage clips

Special Introductory Offers!

Attractive bonuses and discounts have been arranged on all products. Many of these specialised products were only previously supplied to hospitals and industrial clinics. Now being advertised to the general public.

TO: BATEMAN-JACKSON LIMITED
LAMB STREET, OLDHAM, LANCS.

Please send me a copy of your new B-J Catalogue

Name_____

Address_____

_____ CD

BATEMAN-JACKSON LIMITED
LAMB ST., OLDHAM, LANCS. Tel: MAIn 3053
An associate company of Seton Products Limited.
Manufacturers and World Distributors of Specialised Surgical Dressings

'Tyrozets' winter bonus

closes January 28th

Make certain of your stocks now — do not delay or you may miss this splendid opportunity!

This special Winter offer is available in four separate parcel sizes, containing 6 dozen, 12 dozen, 24 dozen and 48 dozen vials respectively — each qualifying for a FREE BONUS.

Remember, also, the bonus terms operating for 'SUCRETS', the popular boiled-sugar lozenges, close on the same date, January 28th.

'Tyrozets' are available as lozenges containing 1 mg tyrothricin, 5 mg benzocaine. Retail price 2/6d per vial of 12.
'Tyrozets' and 'Sucrets' are registered trademarks.

Obtainable from
Merck Sharp & Dohme Limited, Hoddesdon, Hertfordshire

A

glen facial tissue swings into action!

CHEMISTS & STATIONERS ONLY

New Concept in Facial Tissue

GLEN is the new Tissue that's specially made to prevent sore noses. The difference between GLEN and other tissues is Extra Drying Power . . . extra drying power that keeps noses dry and unchafed even with the heaviest colds. GLEN Facial Tissues come in the following sizes: 1/- Handy, 1/6 Standard, 2/4 Economy and 2/- GLEN for Men.

Consumer Promotion

GLEN will sell quickly too—with a big consumer offer which is being mounted from January 1966 onwards. These superb place settings are being offered at the fantastically low price of 9/6 (plus a GLEN tear-off tab). Also the first 20,000 applications will be given an opportunity of getting their second set ABSOLUTELY FREE (with 2 box tabs).

Retailer Co-operation

GLEN is coming in with an offer that is restricted to Chemists, Stationers and their customers EXCLUSIVELY. You get 2 high quality Scandinavian style place settings with your first 6 case order, and another two settings with your next 5 case order, and so on until APRIL. The more GLEN you buy the quicker you can build up a new completely free canteen.

Advertising

GLEN tissues AND THE offer will be advertised nationally in WOMAN and WOMAN'S REALM in colour and black and white between January and March 1966. Over 10,000,000 women will read about New GLEN Facial Tissues and the Scandinavian style canteen they can collect with it! Show Cards (with *actual* cutlery attached) will remind them in your shop.

To: Inveresk Paper Products Limited, Worthing, Sussex.
Please send me full details of GLEN Spun Tissue products and introductory offer to chemists and stationers.

NAME _____

ADDRESS _____

_____

WHOLESALER'S NAME _____

ADDRESS _____

EVERY WEEK!

striking advertising will get new customers for you—and only you!

NEWS OF THE WORLD	**16,610,000** adult readers	
PEOPLE	**15,699,000**	,,
SUNDAY MIRROR	**13,441,000**	,,
SUNDAY EXPRESS	**11,074,000**	,,
SUNDAY MAIL	**2,008,000**	,,

STOCK—DISPLAY—SELL

MEGGEZONES

P & M-WARRICK, Seymour Road, Leyton, London E.10 · Tel: LEYtonstone 3334

WK3A

"ZONO" THERM-O-WOOL (REGD).

2/4d. and 3/10d. PACKETS

FOR SAMPLES WITH TRADE AND WHOLESALE PRICES WRITE TO CARTER BROS. OF SHIPLEY (YORKS).

calsalettes Half a century of established reputation allows you to recommend these safe laxative tablets with absolute confidence.
Retail Prices: 20's—1/9. 100's—6/9.
TORBET LABORATORIES LTD.
24 Great King Street, Edinburgh, 3.

BURROUGH'S
ABSOLUTE ALCOHOL
JAMES BURROUGH LTD · VAUXHALL ST · LONDON S.E.11

Electrical DEMISTER
MORE EFFICIENT THAN EVER
with PATENT HEAT REFLECTOR
Keeps shop windows clear of mist in all weathers. Easily Fitted and Cheap to Run.
Also Pegboard, Fittings, Turntables and other Display Aids.
Please write for leaflets
WAd. 4944
WHITMARLEY
KNUTSFORD ST. BIRMINGHAM 12

The only BEVELLED TONGUE DEPRESSOR in the world
Applicators also available
ASHWOOD TIMBER & PLASTICS LTD.
Leven Rd., London, E.14. Phone: East 6461 & 6343

When your customers ask for WHEAT GERM - Sell them
FROMENT
STABILIZED PURE WHEAT GERM
RECOMMENDED FOR NERVES, HEALTH & ENERGY —FROMENT HAS A LOVELY NUTTY FLAVOUR WHICH EVERYONE ENJOYS.
DOUBLE SIZE (28oz) FAMILY PACK ONLY 6/- 14oz. CARTON 3/3 7oz. CARTON 1/9
Sole Manufacturers
JOHN H. HERON LTD.,
HOOK ROAD MILLS, GOOLE. TEL 1153

INDEX TO ADVERTISERS

Allen, J., Rubber Co., Ltd. ..... Cover iii
Allen, Stafford, & Sons, Ltd. ..... Front Cover
Askit, Ltd. 5

Bateman-Jackson, Ltd. ..... Cover ii
British American Optical Co., Ltd. ..... Inset
British Cod Liver Oils, Ltd. ..... Interleaved Edit., 14
Brown, N. C., Ltd. 24
Burrough, James, Ltd. 4
Burroughs Wellcome & Co. ..... Price List Sup., page 1

Carter Bros. (Therm-O-Wool) 4
Corre, A., & Son, Ltd. ..... Price List Sup., page 6
Counterpoint Equipment, Ltd. 9
Cox, A. H., & Co., Ltd. 8
Cripps (Pharmaceuticals), Ltd. 5

Dunkelman & Son, Ltd. 11

Fisons Pharmaceuticals, Ltd. (Junior Vitamins) ..... Interleaved Edit., 19

Goddard, J. G., & Co., Ltd. ..... Cover iv

Heron, John, Ltd. (Froment) 4

Inecto, Ltd. ..... Interleaved Edit., 13
Inveresk Paper Co., Ltd. 2

Kaymet Co. 24

Lombard Banking, Ltd. ..... Interleaved Edit., 13

Menley & James Laboratories, Ltd. 10
Merck Sharp & Dohme, Ltd. 1
Mysore Trade Agent 22

National Cash Register Co., Ltd. 6, 7

P & M-Warrick 3
Philips Electrical, Ltd. (Photoflux) 23
Photo Laboratories (London), Ltd. 24
Printar Industries, Ltd. 22
Pyser-Britex (Sales), Ltd. 5

Rayette Beauty Products, Ltd. ..... Interleaved Edit., 16, 17
Reckitt & Sons, Ltd. (Nulon) ..... Interleaved Edit., 18

Sessions, William H., Ltd. 5
Shadeine & Co., Ltd. 22
Showwell Shopfitters (Artistic Woodwork), Ltd. 4
Smith & Hill (Chemists), Ltd. 22
Sunbeam Electric, Ltd. 12

Tedson, Thornley & Co., Ltd. 8
Thos. Guest & Co., Ltd. ..... Interleaved Edit., 20
Torbet Lactic Oat Co., Ltd. 4

Vitamins, Ltd. ..... Interleaved Edit., 15

Whiteways Cyder Co., Ltd. (Sanatogen Tonic Wine) 21
Whitmarley Displays, Ltd. 4

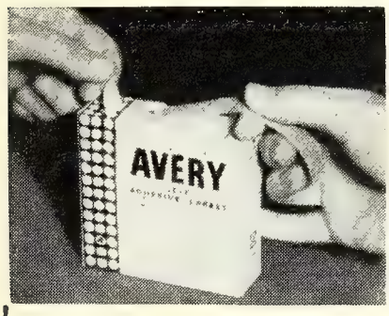
Do not disappoint your customers

—*stock and display*

Askit

Powders and tablets for the safe and speedy relief of headaches, colds, chills rheumatic and nerve pains.

EX ALL LEADING WHOLESALE HOUSES



The Fastest Sticking, Tightest Gripping SELF-ADHESIVE LABELS in the world !

No moisture, heat or gum required. Illustration shows our Hand Dispenser and blank labels. Details and samples from sole U.K. licensees:

WILLIAM SESSIONS LTD · YORK

'Quick Action'

COUGH REMEDY

IS still available

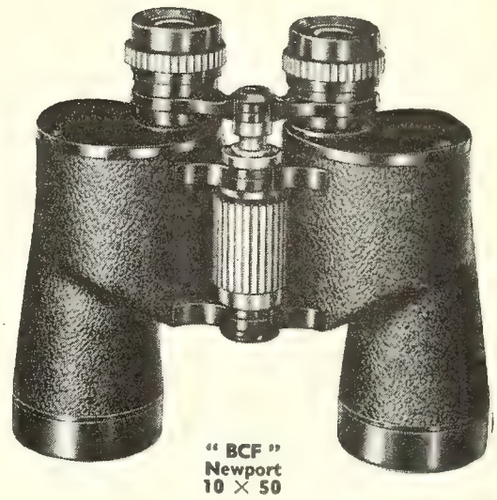
6 oz. size 17/- dozen trade price

Order from your usual wholesaler or DIRECT FROM

CRIPPS (PHARMACEUTICALS) LTD.,

14 Peter Road, Commerce Way, Lancing, Sussex

BUYING SWIFT MEANS SWIFT SELLING



" BCF "
Newport
10 × 50

All binoculars in the Swift " BCF " Range include the following exclusive features :—

- Retractable eyecups for spectacle users.
- Easy positive focusing by cylindrical control.
- Fully " Ve-coted " optics, straw-coloured which gives the " white image."
- Tripod Adaptor built in to fit any standard Pan Head Camera Tripod.
- Finest luggage quality cases plush lined vee-slotted to facilitate removal of binoculars.

BCF BINOCULAR RANGE

Cat			inc. case and P.T
6040	" Triton "	7 × 35	£18 0 0
6060	" Skipper "	7 × 50	£21 10 0
6180	" Apollo "	8 × 30	£16 18 6
6205	" Saratoga "	8 × 40	£19 19 0
6340	" Newport "	10 × 50	£25 0 0
6215	" Zoom "	7-12 × 40	£30 10 0

Also available ZCF " TecnaR " Economy Range. The glasses fully coated and gift packed in black pigskin cases. Velvet lined. **£11 to £15.**

POST THIS COUPON

Ask for details of the full SWIFT Binoculars Range.

NAME .....

ADDRESS .....

PYSER-BRITEX (SWIFT) LTD.

Sales Office : FIRCROFT WAY, EDENBRIDGE, KENT

CD 102 Edenbridge 2434 (STD Code OSE 271)

PYSER-BRITEX (SWIFT) LTD

SOLE IMPORTERS OF SWIFT INSTRUMENTS

You'll like the new NCR 3.

You should. You helped design it.

What we learn from the experience of cash register users has a marked effect on our design-thinking. For instance, the NCR 3. Here's a new cash register with new features specifically developed for your kind of business. □ It protects your profits more fully. It gives you, by dissection and analysis, a great deal of information about your sales activity. □ What's more, it will grow with your business. You can start with two totals and add extra totals as you wish. □ The NCR 3 is fast. It's smart. Brand new now, it will *stay* up-to-date. □ Sound investment, yes?

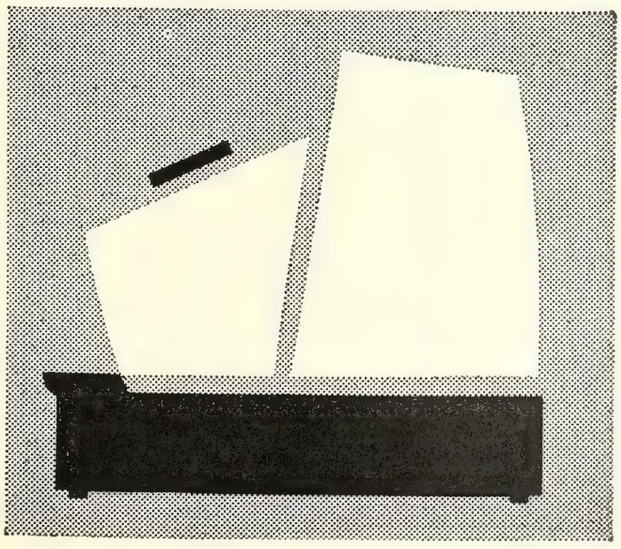
plan ahead with

NCR

- Automatically cut-off itemised sales ticket
- Slip-in printing plates
- Automatic re-inking device
- Easy-to-use keyboard
- Instantly adjustable cash drawer layout.

NCR 3—the really competitively priced cash register that will set the pace for years to come.

THE NATIONAL CASH REGISTER COMPANY LTD, 206 Marylebone Rd, NW1. PAD 7070



NCRT9

a COX presentation
for your name and brand mark

Bronchial Balsam

a most soothing **black currant flavoured** preparation for the relief of a bronchial or irritating cough, bronchial catarrh and similar conditions

Trade price – 4 oz. bottles, uncartoned
1 doz. **19/6**
3 doz. **19/–** per dozen
12 doz. **18/6** per dozen
+ 25% P.T.

Available in seven different designs of label
striking showcard on request

ARTHUR H. COX & CO. LTD.
BRIGHTON, SUSSEX

---

stock Andy

sleeping gloves

- LIGHTWEIGHT ■ COMFORTABLE
- WILL NOT SLIP OFF
- EASILY WASHED

Specially manufactured for people with skin complaints who use skin creams at night — or women who use hand lotions at night. Lotions and creams stay on the hands and the bed linen is protected.

write for more details to...
TEDSON, THORNLEY & CO. LIMITED
ROCHDALE · LANCASHIRE

PEPTINOL (G.B.) LTD.

Announce that from 1st January, 1966, their products **DE-NOL** and **GASTRINOL** are being distributed by

VESTRIC LTD.

★ ***ALL ORDERS SHOULD BE DIRECTED TO THE NEAREST VESTRIC BRANCH***

DE-NOL

(now in single bottle pack—
recommended treatment two bottles)

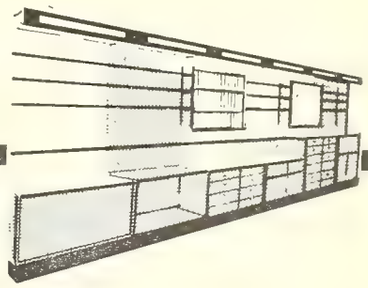
Retail price **90/–** per bottle
Cost price **54/–** plus tax

GASTRINOL

Retail price **17/6** per bottle
Cost price **11/3** plus tax

5 Counterpoint is the ultra-modern unit system of interior store display. Designed to give maximum visibility in the minimum of space.
4 Counterpoint is flexible. Units are interchangeable. Guarantees a tailor-made answer to any space problem.
3 Counterpoint means a quicker, easier selection of merchandise for hurry-bound shoppers
2 Counterpoint is economical. Can be easily installed, varied or adjusted.
1 Counterpoint will gladly send one of their specialists to give expert advice on your particular problems as part of the service.
Result? A perfect launch into modernisation.

Visit our Main office and Showroom: 243 Euston Road, London, N.W.1. Showrooms also at James White (Shopfitters) Ltd., Team Valley Trading Estate, Gateshead-on-Tyne 11.



Please send me your Counterpoint brochure ☐
Please arrange to send your representative ☐
(Tick as required)

NAME .....
ADDRESS .....
.....

Post to Counterpoint Store Equipment Ltd., 243, Euston Road, London, N.W.1. or (for the North & Scotland) to: James White (Shopfitters) Ltd., Team Valley Trading Estate, Gateshead-on-Tyne 11. C2

© counterpoint

When a new product in its first three months has outsold every competitor by almost 2 to 1, shouldn't we all take a careful look at the plan for the next three months?

the product is CONTAC 400

The Plan is this:

1 We are increasing the weight of advertising for the height of the cold season. TV frequency is up 30% —30% higher even than the very heavy launch programme, and underpinned by national press advertising.

2 We are providing a volume deal to match what results already show will be real volume sales. The deal is set out on the right.

3 Why not check that you have adequate stocks for Contac 400's accelerating sales? Check that you have the complete point-of-sale display in the best positions to attract your full share of Contac 400 sales during the peak cold season.

HERE'S THE DEAL

By ordering now you can buy in at advantageous rates.

Standard 6-capsule size
4/- per pack. Consumer
36/- per doz. Trade

Economy 12-capsule size
6/11 per pack. Consumer
62/3 per doz. Trade

	Order	Free Packs	Profit per pack
DEAL A	1 doz. 6's	4	1/4½
13 to the doz.	4 doz. 12's	1	2/4½
DEAL B	10-6's	20	1/7½
14 to the doz.	2-12's	4	2/9½
DEAL C	16-6's	48	1/10
15 to the doz.	2-12's	6	3/2

The last day for the deal is February 18th.

Contac 400 is a Trade Mark

CONTAC 400 MENLEY & JAMES LABORATORIES, WELWYN GARDEN CITY, HERTS.

KEEP FEET IN GOOD SHAPE with

DASCO NATURALS

NOW IN PRODUCTION

★ SKILFULLY DESIGNED TO NATURAL FOOT CONTOURS BY BRITISH CRAFTSMEN

★ STRAPS CAN BE REMOVED AND REPLACED BY OTHER COLOURS TO MATCH ACCESSORIES

★ FULL RANGE IN MENS, WOMENS & CHILDRENS SIZES NOW IN PRODUCTION

London sales office & showrooms
405 Oxford Street, London, W.1
Tel: HYDE PARK 2440

For further details write to:—

DUNKELMAN
Desborough,
Northamptonshire
Tel: Desborough 244

THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 January 15, 1966 No. 4483

CONTENTS

A Woman's View of French Pharmacy ... 65
Correspondence 60
Growing New Gracefully 55
100 Years Ago 64
Improving Working Conditions 66
Leading Articles:
What to Do With an Obsolete Drug ... 61
A Name for One's Pharmacy 61
New Products and Packs 57
"Open Shop" 62
Pharmacy in Czechoslovakia (concluded) 66
Pharmaceutical Society of Great Britain:
Council Meeting 63
Topical Reflections 51
Trade Notes 57

Branch Events 60
Business Changes 52
Coming Events 71
Commercial Television ... 72
Company News 52
Contemporary Themes ... 71
Deaths 54
Expansion Projects ... 50
Information Wanted ... 57
Inquests 54
Irish News 51
Manufacturers' Activities ... 59
Marriages 54
New Companies 72
N.H.S. Statistics 60
Overseas Visits 53
Patents 69
Personalities 53
Prescribers' Press 72
Print and Publicity ... 70
Trade Marks 69
Trade Report 67
Wills 72
World Trade 70

Index to Advertisers, p. 4. Classified Advertisements, p. 25.

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Telephone: Central 6565

MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

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GLASGOW: 8 Merrylee Road, Newlands, S.3. *Phone:* Merrylee 6356.
LEEDS, 16: 32 Wynford Rise, West Park. *Phone:* Leeds 67 8438.

ANNUAL SUBSCRIPTION
which includes The Chemist and Druggist Diary and Year Book, £4 5s. Single copies 1s. 3d. each (postage 8d.).

FROM JAN. 17th.

BIG PRICE REDUCTIONS ON SUNBEAM SHAVERS!

MODEL X555M
~~£13.13.0~~
£9.19.6
NEW RETAIL PRICE!

MODEL X555S
~~£11.11.0~~
£8.19.6
NEW RETAIL PRICE!

MEANS FASTER TURNOVER, FASTER PROFITS FOR YOU!

REDUCE YOUR PRICES FROM JAN 17th!

Unique Sunbeam Stock Protection Plan means that you can reduce the price on your present stock without loss of profit. Ask your wholesaler today for special stock protection voucher.

MAKE SURE YOU HAVE ENOUGH OF THESE BIG VALUE, FAST SELLING SHAVERS!

Sunbeam

(Because of the extra-large price reductions, the Sunbeam £2 Trade-In allowance on old shavers will no longer apply).

BUILT WITH INTEGRITY
BACKED BY SERVICE

A BANK LOAN FROM LOMBARD CAN SOLVE MANY PROBLEMS

PROFESSIONAL AND GENERAL EXPENSES

CLOTHING · SCHOOL FEES
HOUSE REPAIRS AND DECORATIONS
MODERNIZATION · NEW GARAGE
FURNITURE AND FURNISHINGS
HOLIDAYS
ENTERTAINMENT
SPORTS GOODS
GARDEN EQUIPMENT
HOBBIES · INSURANCE PAYMENTS
RENT AND RATES · CAR REPAIRS
HOME NURSING AND CONVALESCENCE
SEASON TICKETS

. . . JUST A FEW OF THE FINANCIAL PROBLEMS WITH WHICH A LOMBARD BANK LOAN CAN HELP YOU

Sums of up to £1,000 can be made available through a Lombard Bank Loan to Retail Chemists — repayable monthly over an agreed period.

All arrangements, of course, are in the *strictest confidence.* Write now for full details to the Manager, Personal Loans Dept. (DC).

LOMBARD BANKING
LIMITED

Head Office: **LOMBARD HOUSE, CURZON ST., LONDON, W.1. Telephone: GROsvenor 4111** (*30 lines*)
City Office: **31 LOMBARD ST., LONDON, E.C.3. Telephone: MINcing Lane 4111** (*10 lines*)

Free Inecto hair colouring courses help your assistants increase sales!

These FREE, one-day courses will be re-opening at each of the Inecto Centres from the end of January.

Each course includes:

- Lectures on: The structure of hair. How colourings colour. Different types of colourings and their uses. Colour selection.
- Film shows
- The opportunity for assistants to have their hair coloured during the lunch break when a light luncheon is provided for everyone.

Your assistants will enjoy the friendly atmosphere of the Inecto Course, and *you* will appreciate the new knowledge that will enable them to increase your sales.

To ensure your assistants a place at these popular courses send off the coupon right away.

Please send me a full list of the Inecto Hair Colouring Courses for Chemists' Assistants being held at the Inecto Centre in * London/Birmingham/Liverpool/Manchester/Glasgow.

Name _____

Position _____

Name of shop & address _____

_____

(* Delete as required)

Inecto Ltd., 27 Dover Street
London, W.1

Inecto

C

On guard against winter

Four products available only from chemists

Seven Seas New Hermetic Cod Liver Oil: The natural oil that builds health naturally. Available in bottle or capsule form. The new hermetic process makes it pleasant to take. So why not recommend Seven Seas Cod Liver Oil the new tasty way?

Seven Seas Mixable Mint Flavour Cod Liver Oil: Mixes easily with fruit juice or milk–gives the cool tang of mint.

Seven Seas Multivitamin Orange Syrup: Concentrated orange juice, energy packed cod liver oil rich in polyunsaturates with vitamins A, B_6, C, D & E. The perfect tonic.

Seven Seas

British Cod Liver Oils (Hull and Grimsby) Ltd., Marfleet, Hull, Yorkshire

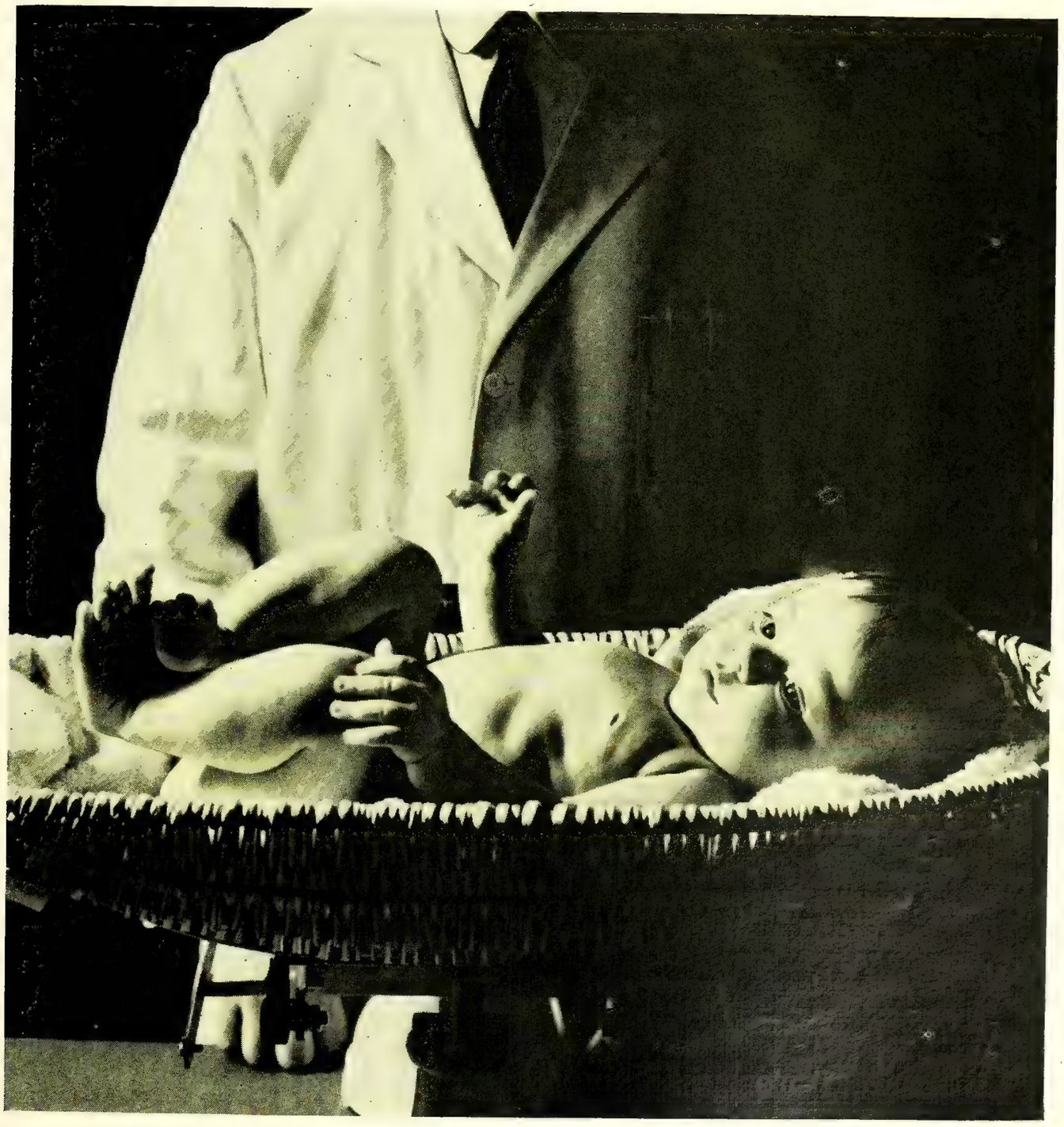
Leaflets and booklets for distribution to customers on the Seven Seas range of products and a selection of counter display material are available from the Company on request.

Yours is a unique responsibility... These are days of rapid and frequent change. Yet one thing remains constant throughout: the influence of the pharmacist. Your advice is frequently sought—and taken—and you have the trust and confidence of your customers. In turn you can have trust and confidence in Vitamins Limited, whose experience in vitamin therapy is unrivalled. For prescription and counter – Vitamins from Vitamins Limited.

FOR ALL ROUND FAMILY HEALTH
VITAMINS FROM Vitamins Ltd.

PREGNAVITE & PREGNAVITE FORTE *provide iron and vitamins for expectant and nursing mothers.*

VITAVEL SYRUP *helps to keep infants fit and maintain resistance to illness*



The greatest idea in dressing table Premium Offers! accessories for years!

All set to send Aqua-Net sales soaring to a new high in the new year!

Irresistible!

Few women will be able to resist this chance of adding elegance to their dressing table or bathroom shelf . . . a genuine Staffordshire Pottery cover for their hair spray in a beautiful traditional design, available *exclusively* with a Large Size Aqua-Net hair spray. Impulse sales will soar, so—stock Aqua-Net *now;* above all, *display* Aqua-Net now to make the most of the brightest idea in premium offers for years!

SPECIAL OFFER BONUSES

Rayette are offering you Aqua-Net Special Offer Cans on special bonus terms, available from now until 28th February, one Large Aqua-Net free with every dozen ordered.

Intensive Advertising support.

The Aqua-Net Coverette is a premium offer your customers are *really* going to know about . . . the advertising is spear-headed by whole-page, special position, *full-colour* advertising, backed up by half-pages in a really *intensive* advertising campaign.

AQUA-NET—WORLD'S LARGEST SELLING HAIR SPRAY

This unique
Aqua-Net
Coverette
18/3 value for only
7/6

An elegant, practical cover for a can of Aqua-Net hair spray

ADVERTISING DETAILS

Outside back covers in full colour
WOMAN'S OWN
WOMAN'S MIRROR and
NEW PETTICOAT

Supporting advertising in:
EVERYWOMAN. FAMILY CIRCLE. PHOTOPLAY. TRUE ROMANCES. TRUE STORY and WOMAN'S STORY.

PLUS
SHOPPING—MORNING SPOTS ON COMMERCIAL RADIO

COUNTER DISPLAY UNIT

The only way women can get their Aqua-Net Coverette is through *you*, when they buy an Aqua-Net Special Offer Can. Make sure they know the offer's available through you with the Aqua-Net counter display piece featuring a Coverette and a Large Size Aqua-Net. Full details from your Rayette representative.

DISPLAY *SELLS* AQUA-NET—SO MAKE THE MOST OF YOUR DISPLAY SPACE WHILE THE AQUA-NET COVERETTE PREMIUM OFFER'S OPEN!

AQUA-NET by RAYETTE. LONDON HOUSE, BATH ROAD, SLOUGH, BUCKS.

Here's an offer that will go to their heads!

and make more Nulon sales for you!

REGD.

Real fur hoods—offered with Nulon at an incredible saving

Top fashion choice this winter, these hoods are wonderful value at the usual retail price . . . at least 45/-. Your customers will jump at the chance to get one for only 25/-, *plus a Nulon label or carton.*

Attractive display material features the famous Beverley Sisters wearing the hoods—and they're the stars of our current 30-second television advertisements.

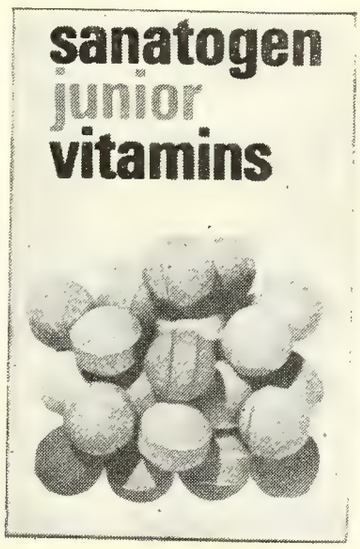
Stock up *now* with extra supplies of Nulon, because there'll be big demand for this offer.

Use the display material—and watch your sales soar!

Reckitt & Sons Ltd., Hull, Yorkshire

Sanatogen Junior Vitamins special winter offer– a 4/6 pack for 3/6

Sanatogen are offering 1/- off every 4/6 pack of Sanatogen Junior Vitamins as a special winter offer. Backed by a national press campaign — this offer will mean greatly increased demand for Sanatogen Junior Vitamins. Each advertisement will feature a voucher worth 1/- off the 4/6 pack (see specimen below).



WORTH 1/-

When you buy 30 days supply of Sanatogen Junior Vitamins.
Take this voucher to your chemist and get a 4/6 bottle of Sanatogen Junior Vitamins for only 3/6.
TO THE CHEMIST: *Fisons Pharmaceuticals Ltd will redeem this voucher providing that you have accepted it from a customer in part payment for a carton of Sanatogen Junior Vitamins. Hand in vouchers to your Fisons Pharmaceutical representative. Offer ends February 28th 1966.*

Fisons Pharmaceuticals Ltd will redeem this voucher for 1/- in cash, providing that you have accepted it from a customer in part payment for a carton of Sanatogen Junior Vitamins. Hand in coupons to your Fisons Pharmaceutical representative.

BIG ADVERTISING

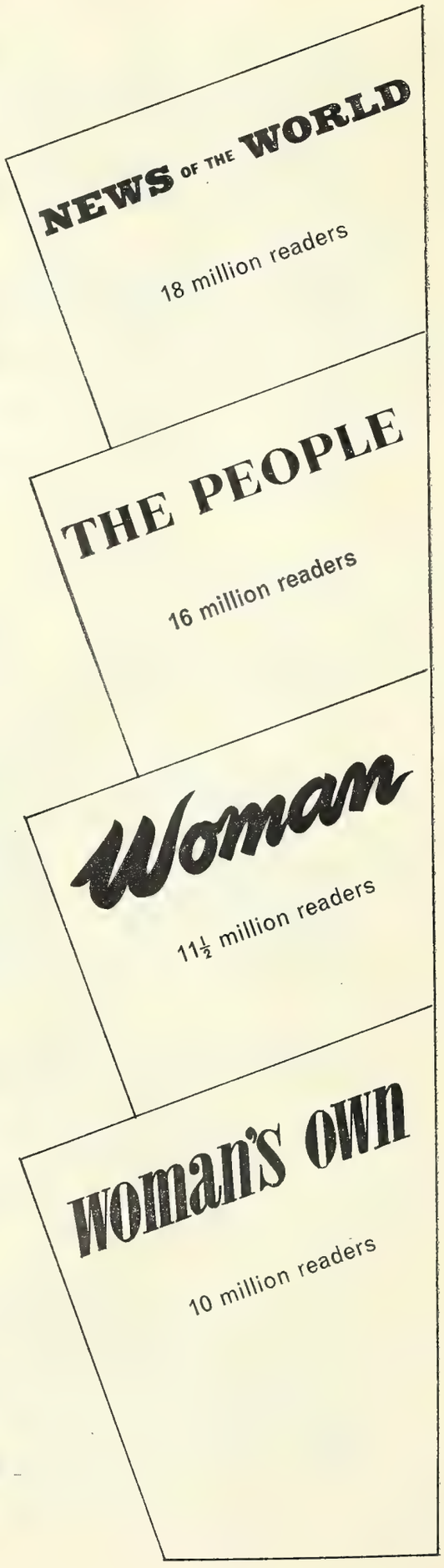
in Britain's biggest Sunday newspapers Plus Britain's biggest women's magazines

BIG PROFITS

up to 56% profit on cost on bonus terms

SURE SHIELD

See your representative or write to: THOS. GUEST & CO. LTD., 92 CARRUTHERS STREET · ANCOATS · MANCHESTER 4



A TONIC FOR YOUR SALES

SPRINGTIME-TONIC TIME

Invigorating campaign now running

To meet the spring, 'Sanatogen' Tonic Wine is boosting your sales with high-powered, punchy advertising in the National Dailies, Sundays, Women's Magazines and on Television. See that your stocks are up to strength to meet the build-up of demand. Order now–order plenty.

'SANATOGEN' TONIC WINE

Sole Distributors: Whiteways Cyder Co. Ltd. · Whimple · Devon · London Office: Glasshouse Walk · Vauxhall · London · S.E.11

CVS48c a

SMITH & HILL SERVICE is second to none

for all ETHICALS

SMITH & HILL (CHEMISTS) LIMITED
MATILDA STREET, SHEFFIELD 1. TELEPHONE 28383 (5 lines)

79a URBAN RD. HEXTHORPE DONCASTER Tel. 65261-3.

37 SURREY STREET DERBY Tel. 40526.

CARDINAL WORKS CARDINAL STREET NOTTINGHAM Tel. 54347-8.

PRINTAR

for CETRIMIDE · B · P and BENZALKONIUM CHLORIDE B · P · C

PRINTAR INDUSTRIES LIMITED
BRETTENHAM HOUSE. LANCASTER PLACE STRAND
LONDON W.C.2. Tel. TEMPLE BAR 5801

Regular sales assured with Shadeine – the permanent safe HOME tint for GREY hair

Still the best home tint for grey hair. All natural shades. Safe and harmless. Trade Prices—1 oz. 45/- per dozen. 2 oz. 53/3 per dozen. P. Tax 25%. Retail 5/11 and 7/- per bottle respectively.

ALSO GOLDEN SHADEINE

For brightening mousy hair. Trade Price—2 oz. size 45/- per dozen. P. Tax 25%. Retail 5/11 per bottle.

THE SHADEINE COMPANY LTD.
49 CHURCHFIELD RD., ACTON, LONDON, W.3
Over SIXTY YEARS' Reputation

Shadeine TRADE MARK

THE HALLMARK OF PURITY
with not less than 90% free santalol
For further particulars apply to :—
TRADE AGENT FOR MYSORE
199 Piccadilly, London, W.1
Tel : REG. 5257.
'Grams 'MYSOF' Lesquare, London

PHILIPS PHOTOFLUX

£1000

'MAGIC MOMENTS' CONTEST

BIG NATIONAL NEWSPAPER CAMPAIGN

means BIG INCREASE IN PHOTOFLUX SALES

Counter display, with leaflet holder

Philips have organized a nation-wide flash photo contest for amateurs, running from 1st Dec. '65 to 28th Feb. '66, with £1,000-worth of exciting prizes. It will be advertised in the Daily Mail, Daily Mirror, Sunday Mirror and other big circulation newspapers. And all *you* have to do to cash in is to stock Philips Photoflux bulbs to meet the demand! You don't even have to supply entry forms to your customers!

It's the Contest YOU can't lose! Since competitors can only qualify for entry by sending in Photoflux packs with their photos, you're bound to sell even more Photoflux bulbs – your flash equipment and film sales and your D & P business are sure to increase too!

Window Bill

Yours for the asking—to help you boost your sales . . .

Make sure you get your share of the profits – stock Philips Photoflux *now*, and take advantage of the sales-getting contest display material available from Philips.

You're on the winner with PHILIPS PHOTOFLUX

PHILIPS ELECTRICAL LIMITED · CENTURY HOUSE · SHAFTESBURY AVENUE · LONDON WC2

(PF7012)

LONDON'S FASTEST

COLOUR-BLACK & WHITE PROCESSING & PRINTING

Daily collection and delivery

KODACOLOR
AGFACOLOR
GEVACOLOR
ILFOCOLOR
EKTACHROME
FERRANIACOLOR

A fast turn-round colour service second to none. That's the way to keep your customers satisfied. We collect and deliver and the number is LADbroke : 7425.

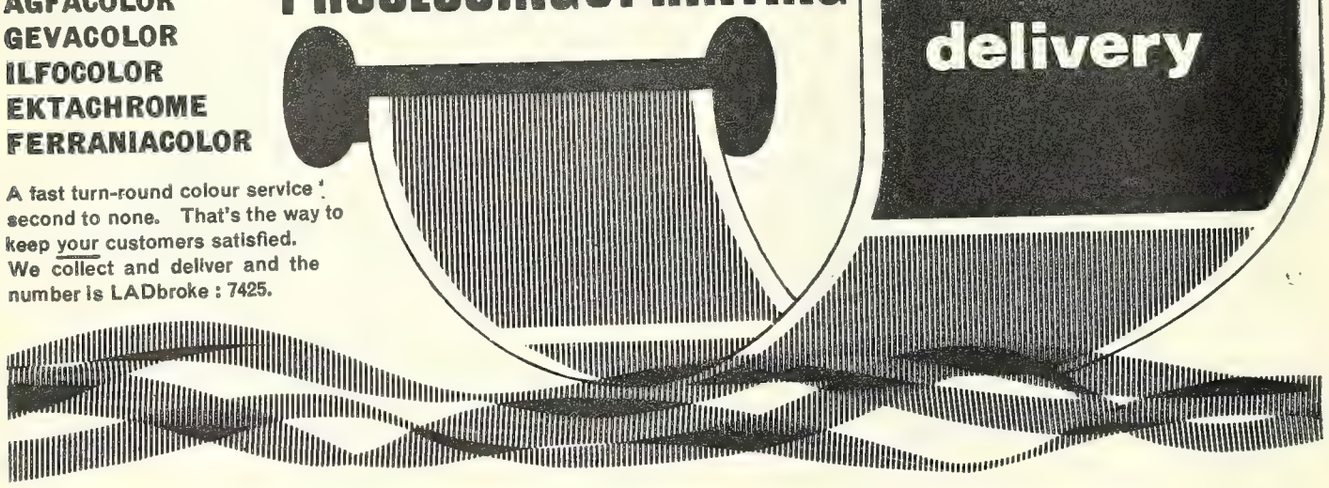


Photo Laboratories (LONDON) LIMITED

Tay Building, 2, Wrentham Avenue, London, N.W.10.

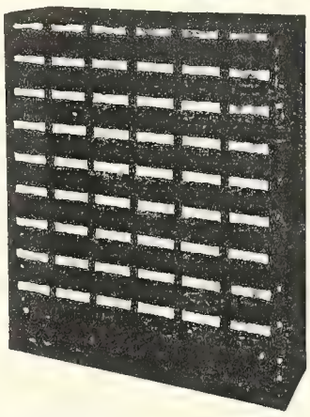
Tidiness increases efficiency!

STOREMASTER 20C

20 drawers all 8" wide, 7" high, 10⅞" long, each with white identification card and transparent washable cover. Overall cabinet size: 42" high, 35" wide, 12" deep. Stove enamelled dark green. **£14.15.0**

54 DRAWER UNIT

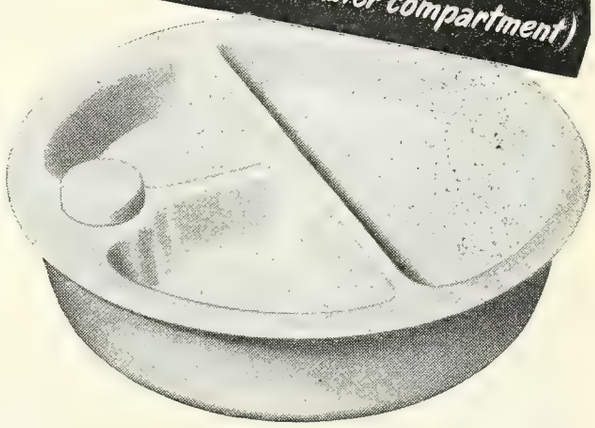
Overall size 42" high x 35" wide x 12" deep, 54 drawers complete with one divider, white card and transparent protective shield per drawer. **£18.0.0**



Write for free illustrated catalogue.

N. C. BROWN LTD. (Dept. C91) Eagle Steelworks, Heywood, Lancs. Telephone: 69018.
London: (Dept. C91) 5/6 Staple Inn W.C.1 Telephone: Holborn 5223

THE KAYMET *Keep-Warm* CHILD'S FEEDING DISH (with hot water compartment)



The Kaymet Company present their IMPROVED Keepwarm Feeding Dish, now being moulded in UNBREAKABLE hygienic plastic.
Available in Blue, Primrose, White, Pink. Packed in newly-designed Gift Box.

RETAIL PRICE **11/6** *Including Purchase Tax. Wholesale enquiries invited*

For further details of this line and our complete range of over 400 nursery accessories apply to:-

THE KAYMET COMPANY

Kaymet Works, Sylvan Grove, London S.E.15 New Cross 6644

The CHEMIST AND DRUGGIST
CLASSIFIED ADVERTISEMENTS

Address Box Number Replies to: THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2. Tel.: CENTRAL 6565

This service does not extend to the forwarding of samples.

APPOINTMENTS — 27/- per ½" s.c. minimum and pro rata. AGENTS — AUCTION SALES — BUSINESSES FOR SALE and WANTED — CLEARANCES and WANTS — CONTRACTS — MISCELLANEOUS — PATENTS — PARTNERSHIPS — PREMISES — PUBLIC and LEGAL NOTICES — SITUATIONS VACANT. Run-on — 4/6 per line (minimum 22/6). Semi-display — 27/- per ½" s.c. minimum. Displayed with border rule, larger type faces and blocks — 72/6 per s.c.i. minimum. Reduced rates for one-third, one-half, and full pages on application. SITUATIONS WANTED — 7/6 per 18 words minimum, then 5d. per word. Use of Box No. — 3/-. Advertisements received by 4 p.m. Tuesday published same week.

PREMISES

CROWTHORNE, BERKS. Rapidly developing district, newly erected parade of four shops with maisonette above, garage at rear, car parking facilities. Rents from £750 per annum exclusive. Chemist obviously required. Details from Mertonford Estates Ltd., Cheviot, Wellingtonia Avenue, Crowthorne. C 1601

BUSINESSES FOR SALE

CHEMISTS, well-known southern business, comprising two separate shops both in multiple area of a premier near coast town. Turnover exceeds £50,000 per annum. Good living accommodation. New lease £2,250 per annum. Price £12,500 s.a.v. (would be sold separately). Urgent sale required to expedite retirement. Apply Box C 1603.

DRUG STORE with comfortable three-bedroomed flat over, S.E. Essex Coast. Combined rent only £175 p.a. Well established parade of shops, main road. Shulton, Yardley, Bronnley, Kodak and other leading agencies. Turnover £7,000 increasing steadily. Owner retiring. £3,000 lease, goodwill, fixtures, etc., s.a.v. Box C 1591.

HEMEL HEMPSTEAD. Pharmacy at present under management for immediate disposal, having a separate wool dept. run by proprietor's wife. Excellent scope for energetic proprietor. Turnover £11,000 plus £3,000 on sideline. Goodwill £2,000, stock and fixtures at valuation. Byron, 49A St. John's Road, Hemel Hempstead. Tel.: 4591. C 1600

THRIVING BUSINESS near Farnham, Surrey. In the same hands for over 27 years and taking £12,500 p.a. plus £3,000 p.a. in the attached hairdressers, and showing net profits of £3,500 p.a. Realistically priced at £5,000 but any reasonable offer considered in order to obtain early sale. Ref. GAH. 7. Bartlett, Christie & Co., Ltd., 1 The Quadrant, Bridge Street, Guildford, Surrey (tel.: Guildford 64631). C 1602

APPOINTMENTS

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS

Dispensing Assistant

Modern, well-equipped department. Whitley Council salary plus London Weighting. Apply to Hospital Secretary naming two referees. C 6721

BETHNAL GREEN HOSPITAL, CAMBRIDGE HEATH ROAD, LONDON, E.2

Senior Pharmacist

required for modern department in acute general hospital (300 beds). Situated within few minutes of Central Line Underground. Salary within Whitley Council scale (inc. London Weighting). Applications with details of qualifications and experience to Hospital Secretary. C 706

BEXLEY HOSPITAL, DARTFORD HEATH, BEXLEY, KENT

Chief Pharmacist

Applications are invited for the post of Chief Pharmacist (Category III) which will become vacant due to the retirement of the present holder. (Date will depend on availability of successor.) Whitley Council conditions, salary scale £1,280 x £45 (2) x £50 (2) x £55 (2) x £60 to £1,700 per annum, plus special weighting at present £45 p.a. Four weeks annual leave.

This busy, progressive psychiatric hospital is situated in pleasant surroundings 14 miles from Charing Cross and within easy reach of the Kent Coast and countryside.

Applications with full details and names and addresses of two referees to the Group Secretary by Wednesday, January 26, 1966. C 6725

BOOTLE HOSPITAL, BOOTLE 20 (nr. Liverpool)

Senior Pharmacist

Applications are invited for the post of Senior Pharmacist at this 116 bedded general hospital. Whitley Council terms and conditions of service. Five-day week. Apply, in writing, by 24th January, 1966, giving full particulars and the names of two referees, to the Hospital Secretary. C 6724

CAERNARVON & ANGLESEY HOSPITAL MANAGEMENT COMMITTEE

Pharmacist

Applications are invited for the above post at the CAERNARVONSHIRE & ANGLESEY GENERAL HOSPITAL, BANGOR, with duties at other hospitals in the group (including Llandudno General Hospital) as required. Salary on the scale £955—£1,200 per annum. Whitley Council conditions of service and N.H.S. (Superannuation) Regulations apply.

Applications, stating age, qualifications, posts held and names and addresses of two referees, to Group Secretary, Caernarvon & Anglesey H.M.C., Group Offices, Coed Mawr, Bangor, North Wales. C 1589

DUNDEE ROYAL INFIRMARY (Category V)

Assistant Pharmacist

Applications are invited for the post of Assistant Pharmacist in this General Teaching Hospital. This appointment is additional to existing staff, and is allied to the opening of a Neurosurgical Department. Whitley Council salary and conditions of service. Apply stating age, qualifications, experience and names of two referees to the Chief Pharmacist. C 1590

NORTH WIRRAL HOSPITAL MANAGEMENT COMMITTEE, VICTORIA CENTRAL HOSPITAL MEDICAL UNIT, MILL LANE, WALLASEY

Applications are invited for the following appointments:

Locum Pharmacist

(Holiday relief.)

Senior Pharmacist

Salary scale £1,040—£1,295.

Pharmacist

Salary scale £955—£1,200.

Applications to the Hospital Secretary. C 726

OAKWOOD HOSPITAL, MAIDSTONE, KENT

Senior Pharmacist

Full or part-time, is required immediately at this large progressive Psychiatric Hospital. The working conditions are exceptionally pleasant in a new department, which may be inspected by arrangement with the Chief Pharmacist. Whitley Council salary scale and conditions of service apply.

Applications, stating age, qualifications and experience, together with the names of two referees, should be forwarded to the Physician Superintendent forthwith. C 6714

RONKSWOOD HOSPITAL, WORCESTER

Pharmacist

required for interesting and varied duties. Salary on scale £955 to £1,200 per annum according to previous professional experience. Applications stating age, details of training, post held, names of referees, to the Hospital Secretary, from whom further information may be obtained. C 6713

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1

Locum Pharmacist

required at this hospital. Salary £24 13s. 6d. per week. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 753

ROYAL FREE HOSPITAL GROUP, NORTH WESTERN HOSPITAL, LAWN ROAD, HAMPSTEAD, N.W.3

Dispensing Assistant

required at the above hospital. Whitley salary scale ranging (for applicants over 21 years of age) from £414 to £615 per annum plus London Weighting and qualification allowance.

Apply naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 6708

SOUTHMEAD HOSPITAL, BRISTOL (643 beds)

Applications are invited for the following appointments:—

Pharmacist

Salary scale £955—£1,200. This post offers wide experience.

Pharmaceutical Student

Post-graduate, to commence August 1966.

Applications stating age, training, etc., to be sent to the Group Secretary, Southmead Hospital, Bristol. C 6717

ST. LEONARD'S HOSPITAL, NUTTALL STREET, N.1

Chief Pharmacist (Grade III)

Salary £1,280—£1,700 plus London Weighting required at St. Leonard's Hospital (acute 192 beds), and for duties at St. Matthew's Hospital (Geriatric 310 beds).

Applications, naming two referees, should be sent to the Group Secretary, Central Group (No. 5) Hospital Management Committee, 213 Kingsland Road, London, E.2, as soon as possible. C 6727

Appointments—Continued

ST. LEONARD'S HOSPITAL, NUTTALL STREET, LONDON, N.1
Locum Pharmacist
required for an indefinite period. Applications to the Chief Pharmacist. Tel.: SHO. 3311, Ext. 5. C 754

ST. LEONARD'S HOSPITAL, NUTTALL STREET, N.1
Senior Pharmacist
Applications are invited for the post of Senior Pharmacist. Salary scale rises to £1,295 per annum, plus London Weighting Allowance. Applications to the Hospital Secretary. C 6716

THE ROYAL FREE HOSPITAL GROUP
Locum Chief Pharmacist
required from February 7 until February 19 inclusive at the Hampstead branch of this Hospital. Salary £29 8s. per week. Applications with names of two referees to Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 6726

THE ROYAL NATIONAL THROAT, NOSE AND EAR HOSPITAL, GRAY'S INN ROAD, LONDON, W.C.1
Pharmacist
required for busy Hospital Dispensary. Whitley Council salary and conditions. Apply to Chief Pharmacist. TER. 8855. C 750

SITUATIONS VACANT

RETAIL (HOME)

LIVERPOOL: Manager required for small pharmacy, fringe of town area. Position suitable for newly qualified or hospital-trained pharmacist. Good supporting staff, no rota duties. Salary £1,500 p.a. C 1577

Unique Opportunity for Pharmacist in

BELFAST

Remuneration of over £2,000 PER YEAR

will be paid in the form of £1,500 manager's salary plus a generous percentage of profits.

The position offers excellent prospects for an ambitious man under 40 with the opportunity to become a partner in a large city business.

Details of career to date should be sent in first instance to:—

George Johnston & Company, 7 Donegall Square West, Belfast, 1
C 1584

WHOLESALE

CHEMICAL LABORATORY ASSISTANT required by cosmetic and toiletries manufacturer. Hours 9 a.m. to 4.45 p.m. Apply Chief Chemist, Dae Health Laboratories, Ltd., Kenilworth Road, Fleet, Hants. C 1595

CHIEF PHARMACIST to manage control and development laboratories and to be responsible for the quality of all manufactured products. These include a wide range of pharmaceutical preparations, tablets, cosmetics and some household products. The position would suit a young pharmacist who wishes to make a career in industry. Apply to Harker Stagg, Ltd., Emmott Street, London, E.1. C 6703

PERFUMERY COMPOUNDER. Old-established Essential Oil house in West London area require perfumery compounder. Five-day week. Write stating age and experience to Box C 1586.

EUGENE LIMITED
require
Sales Representative

to cover the whole of Wales, calling on Chemists and other outlets, selling Eugene Hair Preparations.

Good basic salary — plus monthly commission — Company car provided —Pension Scheme.

Apply:
THE SECRETARY,
EUGENE LIMITED,
9-17 PARK ROYAL ROAD,
LONDON, N.W.10.
C 1592

TABLET MAKER with at least 5 years' experience for small progressive firm of manufacturing chemists in North London. Commencing salary £1,000 up. Box C 6709.

WOOLLEY & ARNFIELD, BRANCH OF VESTRIC LTD. require male assistant, 20/30, with experience in the trade to assist in their buying and stock control department. Please write in confidence giving details of age, education and experience, to The Manager, Woolley & Arnfield, Branch of Vestric Ltd., Shaw Road, Speke, Liverpool, 24. C 1599

YOUNG PHARMACIST

MALE OR FEMALE
required to train as

PERFUMER

in modern laboratories. Excellent working conditions, staff canteen and non-contributory pension scheme. Opportunity to grow within a growing company. Contact:—

Technical Director, Bridge House, Tadworth, Surrey.
C 1570

MEDICAL REPRESENTATIVES

The Pharmaceutical Sales Department of Pfizer, Ltd., one of the leading ethical pharmaceutical companies in the U.K., has a number of vacancies for additional MEDICAL REPRESENTATIVES to promote the Company's products to the Medical and Pharmaceutical professions.

The career opportunities for ambitious men are unlimited, and a measure of this is the record of achievement of the Company over the last 10 years.

Additionally the Company offers:—

- Generous starting salary, by negotiation, in accordance with background and/or experience
- Incentive bonus scheme
- Company car (Cortina-de-luxe)
- A comprehensive initial training
- Luncheon and garage allowances
- Payment of all business expenses
- Free pension and life assurance benefits
- Removal expenses, if appropriate

We require men in the 25-35 age range, who, in addition to possessing a good personality and appearance, have had a good education; a pharmaceutical training or a sound scientific or technical background in human medicine or allied medical auxiliary fields; hold a current driving licence.

Our present vacancies are in these areas:—Aberdeen, Birmingham, Bradford, Leeds, London, Manchester, Oxford, Sheffield and Sunderland.
Brief details as to age, background and career to date to:—

Sales Personnel Officer,
PFIZER Ltd.,
Sandwich,
Kent.

THE Pfizer GROUP
CHEMICALS – PHARMACEUTICALS
VACCINES – COSMETICS – FOODS
AGRICULTURAL & VETERINARY PRODUCTS

C 6722

PREMISES

PRESTON—ST. GEORGES SHOPPING CENTRE

120 SHOP UNITS — 100 LETTINGS

IDEAL OPENING FOR A CHEMIST

The St. Georges centre, generally acknowledged to be one of the finest shopping centres to be built in recent years, is accessible to an immediate population of some 206,000, and the regional centre for over 400,000. Tenants include: Marks & Spencer, Mac Fisheries, G.U.S., British Shoe Corporation, Two Allied Supplies Supermarkets, Lewis Separates, Cyril Lord, Lotus & Delta, Etams, Halfords, Lennards.

SO FAR THERE IS NO CHEMISTS SHOP

UNITS AVAILABLE FROM £1,250 P.A. EXCL.

For full details apply :

WALTER FLACK WRIGHT & PARTNERS, Neale House, 62 St. James's St., LONDON, S.W.1. HYDe Park 4121

BERNARD THORPE & PARTNERS, 1 Buckingham Palace Road, LONDON, S.W.1. VICtoria 6890.

C 6706

SITUATIONS VACANT WHOLESALE

Hill's Pharmaceuticals Ltd

SPRING BANK WORKS, NELSON, LANCS.

As a result of continued expansion a vacancy occurs for an additional

SALES REPRESENTATIVE

in the East-Lancashire, Yorkshire (West Riding) Area.

Applicants must be experienced in comprehensive wholesaler representation with accent on service. Remuneration by Salary and Expenses. A Company car will be provided.

Applications, which will be treated in strict confidence, should give full details including age, education, achievements, and experience, and should be addressed to the Managing Director. C 1568

WHOLESALE (OVERSEAS)

PHARMACEUTICAL CHEMIST

Excellent opportunity occurs for a pharmaceutical chemist with practical production experience of proprietary medicines and toiletries. This appointment, which is in the Nigerian factory of a British Public Company, offers generous terms of service and good prospects in an expanding market.

Applicants should be fully conversant with quality control methods, formula development, analysis and laboratory research practice.

Applications stating qualifications, personal particulars and outlining duties in previous positions held will be treated in strict confidence.

BOX C 6712

SITUATIONS WANTED

EXPERIENCED SALES REPRESENTATIVE (35), good active connections chemists and stores in London and Home Counties, seeks an opening. Own car and telephone. Available at short notice. Box C 1578.

EXPERIENCED young pharmacist, young family, little capital, seeks position with view to early succession. Liverpool/Lancs area. Box C 1593.

MAN, age 58, requires responsible position. Free in March. Forty years manufacturing tablets, etc. 20 years as foreman. Box C 1583.

AGENTS

AGENTS REQUIRED to handle high-class range of toiletry products in Midlands, S.W. England and S. Wales. Applicants must have good existing connections with chemists and stores, and are requested to give details of other products handled, in their reply. Box C 1597.

EXPERIENCED AGENTS REQUIRED FOR ALL AREAS

by importing and distributing company dealing in a special beauty preparation and high-class perfumes. Must be well introduced to leading chemists and larger stores.

Apply, with all details, in confidence to:—

Box C 1585

IRELAND. Distributors specialising in high-class perfumery and cosmetic lines. New ranges are required for manufacture and distribution throughout Ireland. Box C 1596.

OPENINGS EXIST FOR FIRST-CLASS AGENTS

with nationally known and progressive toiletry and hair-care manufacturer. Must be well introduced to the trade.

TERRITORIES: S. Wales, W. & S.W. Counties, E. Anglia, Kent, Essex and E. London Postal Area, N.W. and N.E. Counties.

Apply with all details, in confidence to: " Sales Director,"

Box C 6699

WE NEED a first-class man or woman, energetic, enthusiastic and reliable, preferably with established chemist or stores connection, to sell a new, modern, and sophisticated French perfume and toiletries in central London. Very generous commission, exciting prospects. Our first advertising campaign will soon start. Please write without delay. Box C 1598.

WANTED

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8. C 140

BUSINESS OPPORTUNITIES

A LIMITED COMPANY formed for £18 complete. Ready-made Companies £20. Express Company Registrations, Ltd. (Dept. 37), 70 Finsbury Pavement, E.C.2. NAT. 5434/5. C 755

Business Opportunities—Continued

MANUFACTURER

at present filling own hard gelatine capsules, has spare capacity for the production of up to 500,000 per month at very attractive rates.

Replies to Box C 1575

MANLY MAN'S BELT. Nationally advertised "obtainable from chemists," 39/6. Full trade terms. Order by waist measurement from Manly Co., Manor House, Worcester Park, Surrey. DERwent 3877. C 635

SOLE IMPORTERS

OF A COMPLETELY NEW AND ATTRACTIVE TOILET BATH PREPARATION SEEK WHOLESALE-DISTRIBUTOR FIRM FOR DISTRIBUTION TO THE RETAIL TRADE AS SOON AS POSSIBLE

PLEASE CONTACT:

"DUROMAT"

28 GREEN WALK, HENDON, LONDON, N.W.4

TELEPHONE: SUNnyhill 1252

C 1576

TRADE MARKS

THE TRADE MARKS set out below were assigned on 20th September, 1965, by Andomia Products Limited of 10, Grant Street, Bradford, Yorkshire, to Fisons Foods Limited of Millburn, Coleraine, Londonderry, Northern Ireland, *WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH THEY WERE THEN IN USE.*

Regd. No.	*Trade Mark*	*Goods*
622765	ANDOMIA	Analgesic and hypnotic preparations.
638983	BISK	Medicated tonic tablets for human use.
742145	BISKOIDS	Artificial sweetening substances in tablet form consisting of saccharine and vitamin "B."
765859	BISKOLAIT	Dietetic food in liquid or powder form.
775351	BISKAVITE	Dietetic foods.
779323	BISKCAFE	Dietetic foods flavoured with coffee, being goods in liquid and powder form.
783922	MINIBISK	Dietetic foods in powder form.
798260	BISKALETS	Dietetic foods.
811111	BISKS	Dietetic biscuits for use in slimming.
831292	MINIBISKS	Ditto.
835438	BISKOL	Preparations of oils and vitamins for use as dietetic foods.
835439	BISKOLINE	Preparations of edible fats and vitamins for use as dietetic foods.
840269	BISKOSE	Sweetening preparations consisting principally of sugar.
845039	ANDOMIA'S SLIMMS	Medicated biscuits being dietetic foods for use in slimming.
871608	BISKS SLIMA	Dietetic biscuits for use in slimming.

C 1588

TENDERS

LANCASHIRE COUNTY COUNCIL

Tenders are invited for the supply of Chiropody dressings, Felts, etc., for the period 1st April, 1966, to 31st March, 1967.

Forms of Tender from the County Medical Officer of Health, Room 109, East Cliff, County Offices, Preston.

The closing date for receipt of Tenders is Monday, 21st February, 1966. C 6728

LANCASHIRE COUNTY COUNCIL

Tenders are invited for the supply of Rose Hip Syrup, Cod Liver Oil and Malt, etc., for re-sale at Child Welfare Centres during the period 1st April, 1966, to 31st March, 1967.

Forms of tender are obtainable from the County Medical Officer of Health, Room 109, East Cliff County Offices, Preston.

The closing date for receipt of tenders is Monday, 21st February, 1966. C 6723

IMPORTANT

Box Office numbers are intended exclusively for specific answers to particular advertisements. Price Lists, Trade Circulars, Samples and Printed Matter cannot be forwarded.

The CHEMIST AND DRUGGIST

INFORMATION DEPARTMENT

is at your service

THE Information Department at 28 Essex Street, London, W.C.2, assists subscribers by indicating sources of supply of products within the pharmaceutical industry and providing information on technical problems.

Inquiries sent to the department by post should be accompanied by a stamped addressed envelope. Inquiries may also be put by telephone: CENtral 6565.

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FIGHTING WORDS!

And fighting ads. that really say something to housewives about why they should be buying MARIGOLD and SUREGRIP Housegloves from you.

What do they tell her? That Marigold and Suregrip protect hands from nasty jobs *and* keep her hands pretty.

Where will she see them? In the papers she reads. The Daily Mirror (5,999,000 housewife readers). The Daily Express (5,006,000 housewife readers).

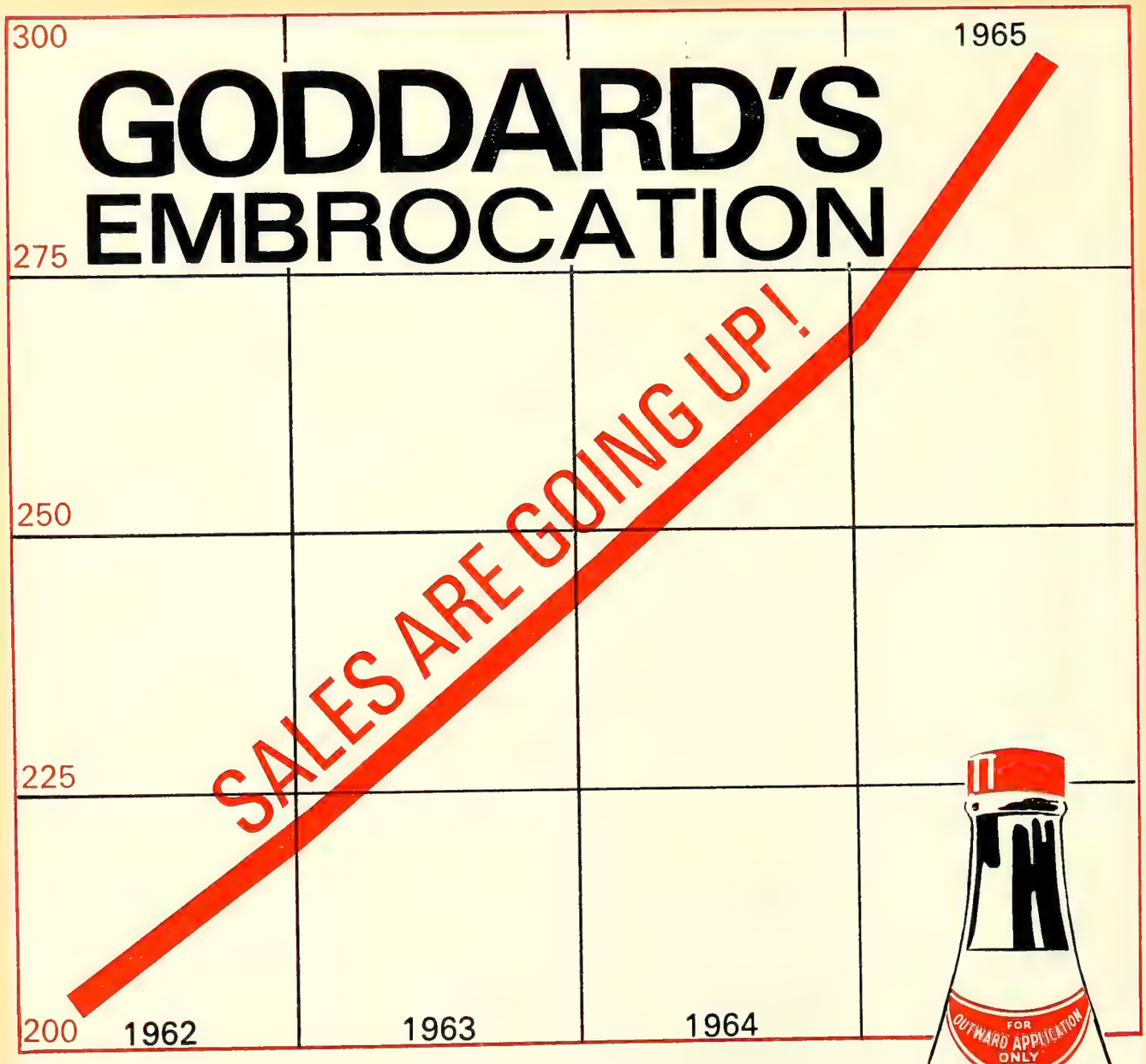
When will she see them? January, February, March—when rubber glove usage is highest; when housewives' hands show signs of wear and tear! Scheduling is clever, designed to hit hard: mostly two ads. at a time in each paper. 30 ads in all—giving OVER 150 MILLION housewife impacts.

What do they promise you? A continuation of the best campaign there's ever been for housegloves: tough, fighting, aggressive, to get Marigold and Suregrip off your shelves and into your customers' hands—and get that high profit on returns into *yours*. Get in touch with your supplier tomorrow; or write to the J. Allen Rubber Company, Lydney, Gloucestershire.

SUREGRIP | **Marigold**

Rubber Housegloves

The CHEMIST AND DRUGGIST
JANUARY 15, 1966



Advertising on 3 TV stations

ATV London, Anglia & Southern
IN THE PRESS AND TUBE CARDS

Order new stocks today

J. G. GODDARD & CO. LTD.,
100 MONCRIEFF STREET PECKHAM LONDON SE15

Publicity

The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

JANUARY 22 1966

NOW!

MILLIONS OF PEOPLE ARE SEEING THE PRESENT TELEVISION CAMPAIGN FOR

ATOMOL

Trade Mark

NASAL SPRAY

THESE PEOPLE CAN BE YOUR CUSTOMERS

so clear the way to meet the tremendous demand this winter

STOCK UP NOW!

because only you can sell ATOMOL nasal spray

ALLEN & HANBURYS LTD · LONDON E2

Measuring approximately 16½ ft. over-all, these International Class 505 Dinghies, designed by John Westel, are most exciting to race and very practical, being well decked-in and virtually unsinkable.
The same care that has gone into the design of these hardy little dinghies, goes into the manufacture of May & Baker's Pharmaceutical Chemicals. Strict testing at every stage ensures that all chemicals meet the stringent requirements of our Analytical Control Division. It is these high standards which place our Pharmaceutical Chemicals in a class of their own.

M&B BRAND PRODUCTS

May & Baker
Pharmaceutical
Chemicals

PHA 2638
M&B 1291

MAY & BAKER LTD · Dagenham · Essex · Tel: DOMinion 3060 Exts: 317, 318

Last week we told you about the plan for 'Contac 400' during the next 3 months. Unfortunately, an error appeared in the deal terms. We apologize for this, and publish the corrected plan below.

1 We are increasing the weight of advertising for the height of the cold season. TV frequency is up 30% — 30% higher even than the very heavy launch programme, and underpinned by national press advertising.

2 We are providing a volume deal to match what results already show will be real volume sales. The deal is set out on the right.

3 Why not check that you have adequate stocks for 'Contac 400's' accelerating sales? Check that you have the complete point-of-sale display in the best positions to attract your full share of 'Contac 400' sales during the peak cold season.

HERE'S THE DEAL

By ordering now you can buy in at advantageous rates.

Standard 6-capsule size	Economy 12-capsule size
4/- per pack. Consumer	6/11 per pack. Consumer
36/- per doz. Trade	62/3 per doz. Trade

	Order	Free Packs	Profit per pack
DEAL A	4 doz. 6's	4	1/4½
13 to the doz.	1 doz. 12's	1	2/4½
DEAL B	10 doz. 6's	20	1/7½
14 to the doz.	2 doz. 12's	4	2/9½
DEAL C	16 doz. 6's	48	1/10
15 to the doz.	2 doz. 12's	6	3/2

The last day for the deal is February 18th.

CONTACT 400 IS A TRADE MARK

CONTAC 400 MENLEY & JAMES LABORATORIES, WELWYN GARDEN CITY, HERTS

A

BOWATER-SCOTT CORPORATION LIMITED, BOWATER HOUSE,
KNIGHTSBRIDGE, LONDON, SW1. TEL. KNIGHTSBRIDGE 7070

Scotties*

2/- Cash Give-away Offer brings you EXTRA PROFIT

without extra work

Your customers collect two Ovals from two 200-boxes of Scotties, OR three Ovals from three 150-boxes of Scotties. They send the Ovals to Bowater-Scott and receive a Postal Order for 2/- by post. (Only one of the Ovals collected needs to be from the special offer box with the red flash). **And all you do is display and sell. No vouchers or coupons to collect. No dead stock. Only more customers, bigger profits, greater goodwill. Can any competitive offer do the same for you?**

TV WILL BE SELLING HARD FOR YOU on all stations three times a week. Your customers will see factual demonstrations by June Laverick, showing Scotties unique Magic Oval dispensing and proving that Scotties have real wet strength.

NOW AT THE PEAK BUYING PERIOD

Scotties mean bigger business for you

*REGISTERED TRADE MARK OF THE SCOTT PAPER COMPANY

"ZONO" THERM-O-WOOL (REGD).

2/4d. and 3/10d. PACKETS

FOR SAMPLES WITH TRADE AND WHOLESALE PRICES WRITE TO CARTER BROS. OF SHIPLEY (YORKS).

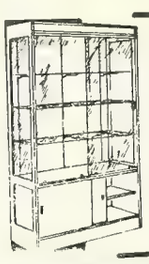
ETHICALS · PROPRIETARIES · SUNDRIES

I. & N. RABIN LTD

Wholesale Chemists

189-190 SHOREDITCH HIGH ST., E.1. *Tel:* SHO 3411 (15 lines)

Comprehensive Service in London area



MAUND & BERG
SPECIALISTS
IN
"PURPOSE MADE"
PHARMACY FITTINGS, COUNTERS, ETC.
Enquiries invited
Dept. C.D.,
175-9 OLD STREET, LONDON, E.C.1
Tel.: CI Erkenwell 1782

QUEEN

Non Irritant

BEAUTY PRODUCTS

THE SAFETY FACTOR IN EVERYDAY MAKE-UP

Prescribed by the Medical Authorities for over 20 years as the pure and safe cosmetic for sensitive skins.

New terms give 33⅓% discount.

Obtainable from Messrs. Sangers Ltd., and Allied Companies, through your wholesaler, or direct from

BOUTALLS CHEMISTS LTD.,
60 Lambs Conduit St., London W C.1

Electrical DEMISTER

MORE EFFICIENT THAN EVER

with PATENT HEAT REFLECTOR

Keeps shop windows clear of mist in all weathers. Easily Fitted and Cheap to Run.

Also Pegboard, Fittings, Turntables and other Display Aids.

Please write for leaflets

WAd. 4944

WHITMARLEY

KNUTSFORD ST. BIRMINGHAM 12

THOVALINE

for:—

BEDSORES

BEDSORES can be prevented by applying THOVALINE before the trouble starts but if already in existence will help greatly in healing.

BURNS

BURNS Unique action. THOVALINE is self-sterile, it eliminates pain and is a rapid healer.

DERMATITIS

URINE DERMATITIS Excellent healing properties where rash exists and will prevent such trouble occurring if applied beforehand. Offensive odour is eliminated.

Also available in an aerosol pack.

Supplies from your usual wholesale house:

ILON LABORATORIES

LORNE STREET · HAMILTON · LANARKSHIRE

Tel: HAMILTON 24310

TANNIC ACID

ALL QUALITIES

THE BRITISH DYEWOOD Company Limited

19 ST. VINCENT PLACE
GLASGOW, C.1

INDEX TO ADVERTISERS

Allen & Hanburys, Ltd. ....Cover i
Allen, Stafford, & Sons, Ltd. 9

Barber Electrical Services, Ltd. 17
Bilipak, Ltd. 13
Boutalls Chemists, Ltd. 4
Bowater-Scott Corporation, Ltd. 2, 3
Brandt, R., & Co. (Manufacturing), Ltd. 17
British Dyewood, Ltd. 4
Burroughs Wellcome & Co. .....Price List Sup., page 1

Carter Bros. (Therm-O-Wool) 4
Corre, A., & Son, Ltd. .... Price List Sup., page 3
Costa, G., & Co., Ltd. 35
Cox, A. H., & Co., Ltd....Cover iv

Duncan Flockhart & Evans, Ltd. ...Interleaved Edit., 20

Eucryl, Ltd. 30, 31

Heinz, H. J., & Co., Ltd. 18

Ilon Laboratories 4
International Bottle Co., Ltd. 29

Laughton & Sons, Ltd. ....Interleaved Edit., 19

Macdonald & Son, Ltd. 10, 11
Margolis, Sidney, Ltd. 6, 7
Maund & Berg, Ltd. 4
Max Factor Hollywood & London (Sales), Ltd.
Interleaved Edit., 21, 22, 23

May & Baker, Ltd. ....Cover ii
Menley & James Laboratories, Ltd.... 1
Merck Sharp & Dohme, Ltd. .....Interleaved Edit., 25

New Era Laboratories, Ltd. 12
Nicholas Products, Ltd. (Dealer) ...Interleaved Edit., 26
Nicholas Products, Ltd. (Radox) ....Inset

Ormskirk Photo Service, Ltd. 32
Orridge & Co. ....Price List Sup., page 7

P & M-Warrick 27
Polaroid (U.K.), Ltd. ....Interleaved Edit., 24
Potter Drug & Chemical Co. 8

Rabin, I. & N., Ltd. 4
Raywarp Textiles, Ltd....Cover iii

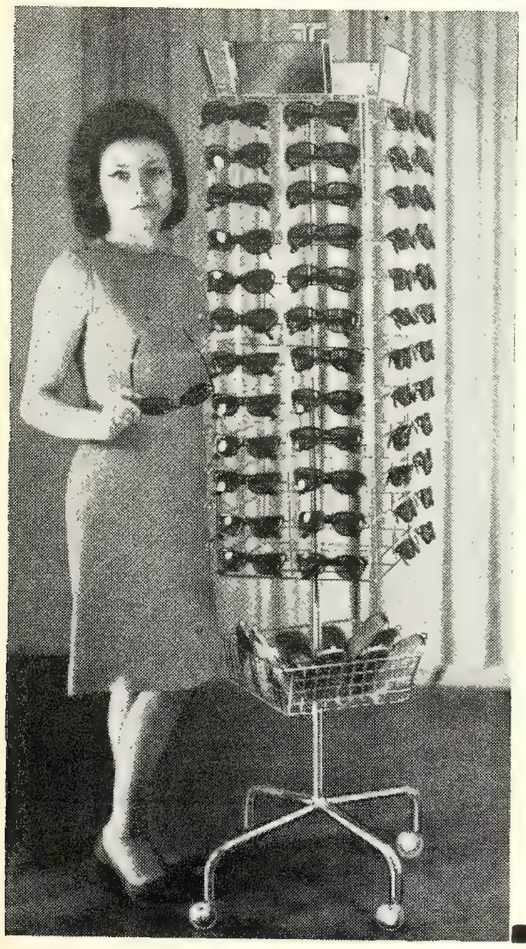
Silber, J. J., Ltd. 28
Smith & Nephew, Ltd. 14, 15

Titcomb, W. H., Ltd. 5

Vitamins, Ltd. 32

Whitmarley Displays, Ltd. 4
Wholesale Trading Supplies, Ltd. 16

Zimmermann, Chas., & Co., Ltd. 34, 35



FASHION
SUNGLASSES
'66

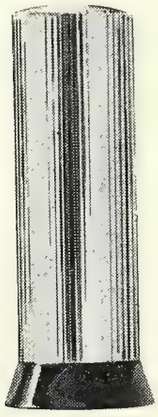
- **WIDEST SELECTION** of carefully chosen exclusives from top Continental collections (Including "Phototropics").
- **OPTICALLY CORRECT** Italian Fashion designs. Choice of two acceptably priced top quality styles.
- **YOUR CHOICE** from our wide exclusive range can include POLAROID, WHITECROSS, COOLRAY etc., and will entitle you to a
- **FREE FLOOR STAND** or **FREE** counter display unit for the smaller buyer.

FASHION SUNGLASSES · W. H. TITCOMB
24 HURN ROAD · CHRISTCHURCH
Tel: Christchurch 252 · HANTS

TANGEE GOES TO TOWN

straight from America

all over Great Britain



TANGEE—the most famous name in the World of Beauty Aids — is really going to town with a new, mammoth sales programme, to give you massive new demand for lovely, tantalising Tangee products. A special Woman's Realm premium launch campaign will give a new impact to the millions of women who have known, loved and bought Tangee for years; and it will boost national sales by introducing teenagers to the charm and pleasure only Tangee can give them.

THIS IMPORTANT CAMPAIGN ALONE CAN BE SEEN BY 45 MILLION VIEWERS ON TELEVISION IN

LONDON · NORTHERN · MIDLANDS · SOUTHERN WESTWARD · T.W.W. · ANGLIA · N. IRELAND GRAMPIAN · SCOTTISH · TYNE-TEES

BY 37 MILLION READERS OF THE

DAILY MIRROR · DAILY MAIL · PEOPLE

BY 5,769,000 READERS OF WOMAN'S REALM

THE CAMPAIGN STARTS ON 29th JANUARY

This is advertising to set a new trend, renew and form new habits—Tangee habits, to bring you new and steady repeat business. Make sure you have stocks to cash in on this huge new demand. This is the wonderful Tangee range for 1966:

TANGEE LIPSTICKS

—smooth, creamy, each in an elegant, gilt, swivel container. Available in 9 exciting Modern-in-Mood shades, tested and proved-success-stories in the States—a major breakthrough in modern lipstick appeal. And such value: retailing at only 2/9.

TANGEE COMPACTS

—In an exquisite new tortoiseshell-style Compact—there's nothing like it on the market at anywhere near this price!
Finely blended solid compressed powder in a choice of seven superb shades; soft foam pads, easily washed and quickly dried.
A complete Tangee beauty treatment that is quick, simple, gives perfect grooming in a few seconds.
And top Tangee value, too: The unique Tangee compact retailing at only 4/6 (Refills 3/6).

Order NOW and order PLENTY from your usual Wholesaler or direct from the Sole Distributors in the U.K., SIDNEY MARGOLIS LTD., Margo House, Hemp Row, London, S.E.17. Telephone RODney 7461-4 (Pr. Br. Exch.)

For Luft Tangee Long Island City, New York, U.S.A.

Tangee

THE MOST FAMOUS NAME IN THE WORLD OF BEAUTY AIDS

GREAT NEW healthier skin campaign*

Cuticura

biggest ever press campaign for medicated skin care products

* Large spaces in
DAILY MIRROR
GLASGOW DAILY RECORD

* half-page advertisements in
WOMAN, WOMAN'S OWN
WOMAN'S REALM
WOMAN'S WEEKLY
—they're read by over 60% of all women

* half-page advertisements in
WOMAN & HOME
MOTHER, PARENTS
NURSING MIRROR

* big new campaign to the teenage market—half-page advertisements in
TRUE STORY TRUE ROMANCES

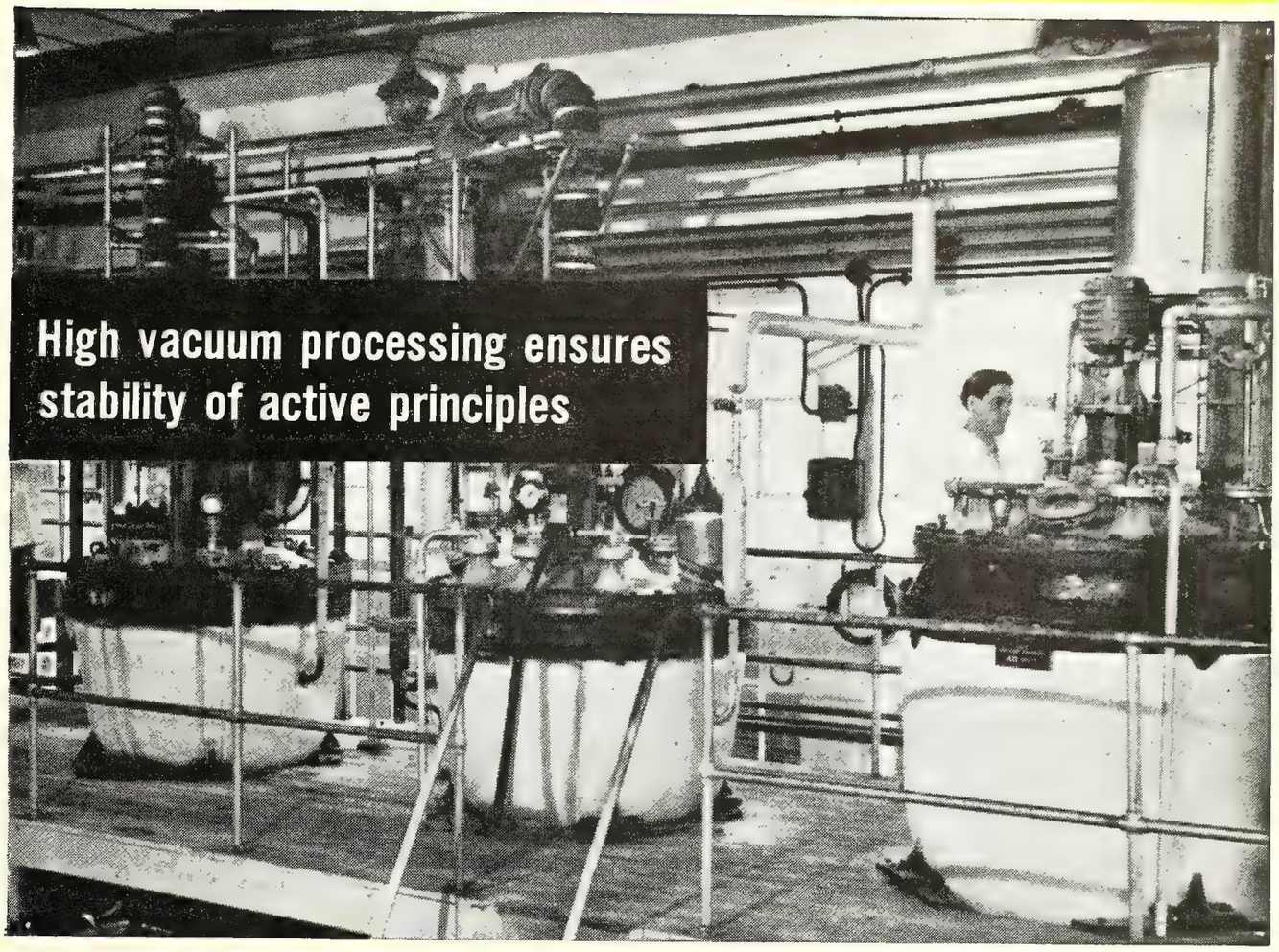
* **PLUS** dynamic radio coverage. 30-second spots on Radio Caroline and Radio London—average daily audience about 6,000,000!

* **PLUS** special point-of-sale material to back up this powerful new campaign

Manufactured by
Potter Drug & Chemical Ltd.

STOCK UP AND DISPLAY CUTICURA FOR BIGGER SALES ALL ALONG THE LINE

P.S. 5



StaffordAllenS

finest DRUG EXTRACTS

Liquid, solid, powdered and granulated drug extracts are produced in quantity by StaffordAllenS under the most ideal conditions.
Stringent analytical control ensures the consistent high quality for which StaffordAllenS are famous.

For samples and quotations, write to or telephone:

STAFFORD ALLEN & SONS LTD., Wharf Road, London, N.1. Phone: CLErkenwell 1000

TAS/AL.751

announcing...

SILCOT 1966 Advertising

Designed to appeal to your customers advertising like this for SILCOT feminine towels will appear throughout 1966 in these important women's magazines

WOMAN'S OWN
WOMAN'S REALM
VANITY FAIR
FLAIR
ANNABEL

Fresh idea – for the active life you lead!

SILCOT TRIPLE CONFIDENCE* FEMININE TOWELS

* **A SECRET DEODORANT** that keeps you completely feminine.
* **MOISTURE-PROOF PROTECTION** that provides positive security.
* **NEW SUPER-SOFTNESS** that gives you comfort you've never known before.

Silcot's fresh idea in feminine towels is a promise – a promise to keep you Spring-fresh every day. In 4 proportioned sizes . . . in pastel packs from 2/3d.

Silcot **for feminine confidence**

Also makers of the teenager range – Sil-kini briefs, towels & pads.

plus 2 Great Bonus Offers!

20/- and 40/-... Giving total profits of 41% and 47% on your outlay!

OFFER No 1
GIVING CHEMISTS 41% PROFIT

Order two cases SILCOT No 1
and one case SILCOT No 2
BONUS, eight packets of No 1

Cost to you £13. 1. 0
Sales to you £18. 8. 0
Profit to you £5. 7. 0

OFFER No 2
GIVING CHEMISTS 47% PROFIT

Order three cases SILCOT No 1
and two cases SILCOT No 2
BONUS, sixteen packets of No 1

Cost to you £21. 2. 0
Sales to you £31. 1. 0
Profit to you £9. 19. 0

PLUS NORMAL QUANTITY RATINGS OF UP TO 12½% ADDITIONAL DISCOUNT

STOCK UP NOW...
TAKE ADVANTAGE OF THIS OFFER

(ends February 28th)

POST THIS ORDER FORM TODAY!

Sales Manager, Macdonald & Son Ltd., Portland Mill, Ashton-under-Lyne, Lancs.

On your special bonus offer, please send me the following order for Silcot Feminine Towels:

OFFER No 1

Two cases Silcot No 1
One case Silcot No 2
with eight-packet bonus

One offer [Tick]

OFFER No 2

Three cases Silcot No 1
Two cases Silcot No 2
with sixteeen-packet bonus

State No. of offers required [ ]

SIGNATURE _____

TRADING NAME _____

ADDRESS _____

a **different** approach to the treatment of **rheumatic pain**

Schuessler's biochemical concept of the treatment of rheumatic pain held that the chemical substances predominantly present in disordered tissue had a faulty biological cycle. This could be remedied by means of microdoses of the substances in question.

The substances (tissue-salts) principally concerned are Ferric Phosphate, Sodium Phosphate, Sodium Sulphate and Silicea.

In the ZIEF formula these tissue-salts are subjected to prolonged trituration in accordance with homœopathic practice. Only thus can the required degree of attenuation be achieved to ensure **assimilation**—the key to success in nutritional biochemistry.

An advantage of this kind of formulation is that it is entirely free from side-effects.

ZIEF retails at 10s. for a month's supply.

It is obtainable from all Sangers Branches and other wholesalers.

A Biochemic Product of

New Era Laboratories Ltd.,

87 Saffron Hill, London, E.C.1.

CHAncery 1481

"...to fill any particular shape, did you say?..."

That's right, we did. Tell us your problem—and we'll solve it with BILIPAK plastic sachets moulded to any shape...filled to capacity with *any* liquid product...produced in *any* quantity, large or small...printed in *any* number of colours by our own ultra-modern silk screen plant. And, incidentally, BILIPAK specialise in aerosols, too.

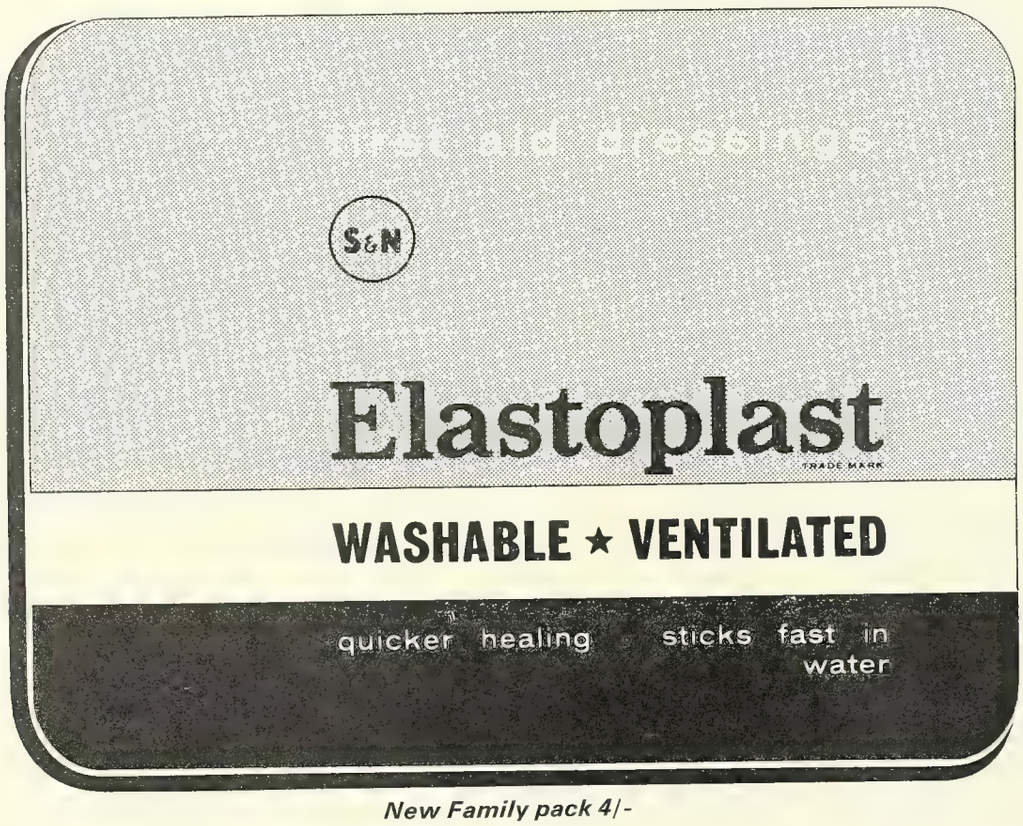
Rates for BILIPAK sachets are very competitive indeed. So are delivery dates. Ask us for details —and send for our special sample pack. It shows you just some of the things we can do with BILIPAK. (They're a natural for premium offers, for instance).

When it comes to plastic sachets there's only one company to consider:

BILIPAK LTD

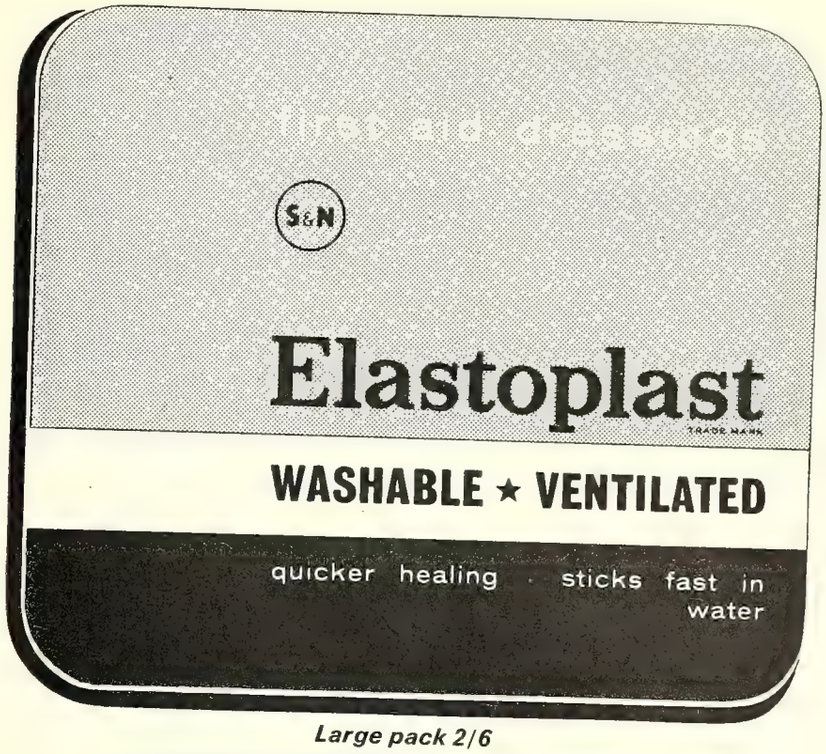
10 RADFORD CRESCENT (Dept. CD1) · BILLERICAY · ESSEX PHONE: BILLERICAY 2111/2112

Elastoplast
GOES BIG FOR 1966!

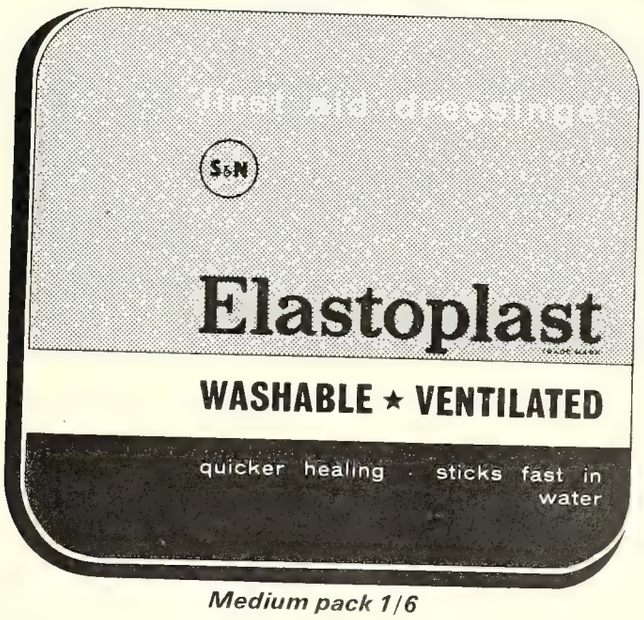


New Family pack 4/-

- new larger sizes
- same excellent value for money
- new big-size Family Pack



Large pack 2/6



Medium pack 1/6

Elastoplast goes big for 1966 with a completely new range of sizes, medium and large, at 1/6 and 2/6 retail respectively and an entirely new size, the Elastoplast Family Pack at 4/-.

▶These new packs have been designed, following exhaustive study and research, to meet present-day needs and *still preserve the same excellent value for money.*

▶The fresh modern designs provide a clear family identity for all the Elastoplast range; each type with a distinctive colour coding.

▶From 1st January 1966 all orders for Elastoplast First Aid Dressings will be executed in the new sizes only:
Fabric, Waterproof, Invisible and Washable/Ventilated.

A mailing has been despatched to all chemists. If you have not yet received a copy please write to: SMITH & NEPHEW LIMITED, Welwyn Garden City, Herts.

S&N

D

MAKE A GOOD MOVE

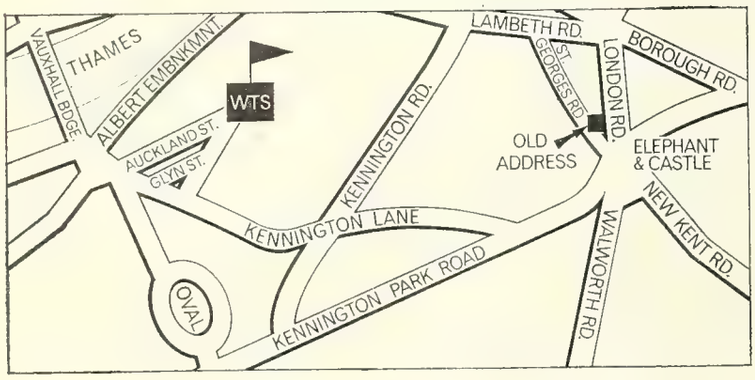
. . . says Mr. Lionel Schneiderman

AFTER 35 YEARS at the Elephant & Castle we are now moving to **new and larger** premises where old and new customers will be made very welcome by Mr. Lionel Schneiderman and his friendly staff.

We will open on JANUARY 10th. with special prices for proprietary lines and will offer amazing bargains in clearance lines and job lots. We always carry a large stock of household goods, toiletries, fancy goods, toys, stationery, confectionery, drapery, tools and hardware, etc., etc.

AT OUR NEW WAREHOUSE OUR POLICY REMAINS THE SAME—

THE BEST BARGAINS AT THE BEST PRICE



HOW TO GET THERE . . . and Remember

THERE'S PLENTY OF CAR PARKING SPACE AT W.T.S.

Nearest Station — Vauxhall

Nearest Underground — Oval

36 and 36A Buses stop outside our warehouse

WHOLESALE TRADING SUPPLIES LTD

GLYN ST./AUCKLAND ST., KENNINGTON, S.E.11. Telephone: RELiance 9494/9

Late of 49-51 LONDON ROAD ELEPHANT & CASTLE, S.E.1

fiona

EYELASHES DE-LUXE

SELF-ADHESIVE •
SHAPED & TRIMMED •
PERMANENT CURL •
SIMPLE TO FIX •
SECURE IN WEAR •

12/6 (recommended retail price)

Refills of Self-Adhesive or Normal Adhesive **1/3** each

Order from your Wholesalers or in case of difficulty from:

R. BRANDT & CO. (Mfg.) LTD.

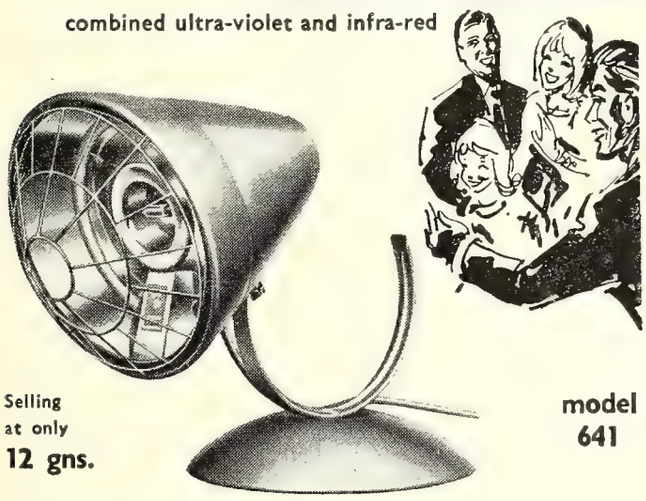
Ribra House • 16 Dalston Gardens • Stanmore • Middx

Telephone: DRYden 0088/89

Meet popular demand —stock the **Barber**

PRESCRIPTION HEALTH LAMP

combined ultra-violet and infra-red



Selling at only **12 gns.**

model 641

★ Contemporary in design and competitive in price, Model 641 at only 12 gns. retail will provide an added stimulus to your health lamp business. Having combined ultra-violet and infra-red generators, it meets the requirements of a growing public demand, for a dual purpose health lamp. Attractively cartoned and with full operating instructions.

Order **NOW** *from*

BARBER ELECTRICAL SERVICES LTD.
The Airport, Weston-Super-Mare

Tel. 2700. Grams: BARBERLAMP Weston-Super-Mare.

THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 January 22, 1966 No. 4484

CONTENTS

An Old Dutch Pharmacy 87
Correspondence 82
Infant Foods and the 1964 Act 76
Investment Incentives to Industry ... 76
Leading Articles:
"Practical Steps" by a Council Committee 83
Measles Vaccine 83
Cash With a Difference 84
Year Book Corrections and Additions ... 84
Knowing One's Job 85
Medical Education in Britain 85
Medicine in a Computer Age 90
Onward from Galen 86
Pharmaceutical Society of Ireland:
Council Meeting 88
Topical Reflections 75
What it Costs to Convert to Metric ... 74

Business Changes 78
Coming Events 95
Commercial Television ... 96
Company News 77
Contemporary Themes ... 95
Deaths 79
Information for Manufacturers 79
Information Wanted ... 81
Instruments and Apparatus 91
Legal Reports 77
New Books 86
New Companies 95
New Products 80
News in Brief 75
Overseas Visits 78
Patents 94
Personalities 78
Prescribers' Press 96
Print and Publicity ... 96
Trade Marks 94
Trade Notes 80
Trade Report 92
World Trade ... 94

Index to Advertisers, p. 5. Classified Advertisements, p. 37.

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Telephone: Central 6565

MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

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GLASGOW: 8 Merrylee Road, Newlands, S.3. *Phone:* Merrylee 6356.
LEEDS, 16: 32 Wynford Rise, West Park. *Phone:* Leeds 67 8438.

ANNUAL SUBSCRIPTION
which includes The Chemist and Druggist Diary and Year Book, £4 5s. Single copies 1s. 3d. each (postage 8d.).

Heinz Baby Foods

'Mini-Safari' Contest

Jan. 24th–Mar. 19th

PRIZES

10 Mini Travellers fully equipped for camping

FREE 1-can voucher for every entrant.

Massive advertising reaching 1,300,000 mothers in

Woman · Woman's Own · Woman's Realm · Woman's Mirror

Colourful point-of-sale material

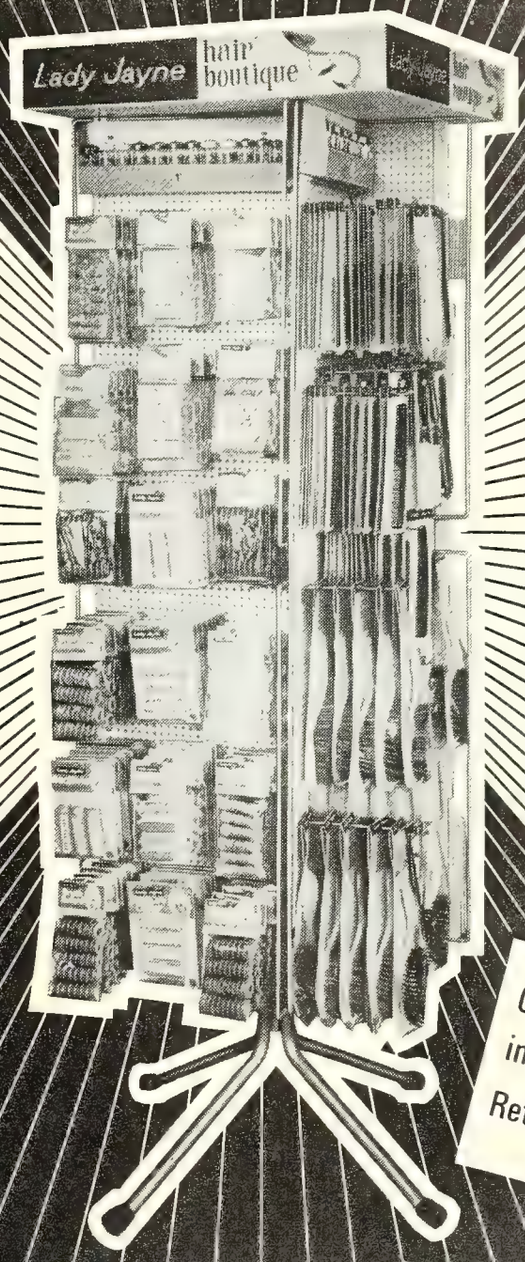
6 Heinz Baby Food labels with each attempt–& mothers will enter again and again!

Watch your sales take off on the Heinz Safari!

Heinz Baby Foods-big profits in little meals

Lady Jayne

THE NEW 21 STAND



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Cost to Retailer incl. P.T. £37.19.0
Retail Price £53.17.0

38 PROVEN LINES on one striking display occupying only 2 sq. ft. of floor space. Brushes, rollers, combs, grips, curlers of Lady Jayne quality in attractive packs for eye-catching self-service.

Contact your wholesaler for leaflet giving full details NOW.

LAUGHTON LAUGHTON & SONS LTD, WARSTOCK RD., BIRMINGHAM 14

you can safely recommend

Myolgin

Trade Mark

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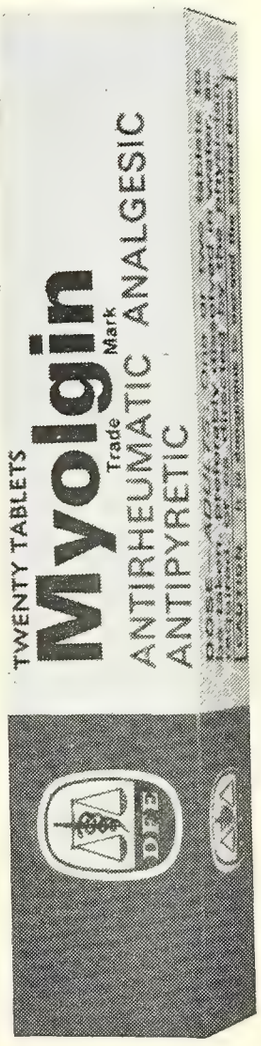
★ soluble

★ contain no phenacetin[1]



SPECIALLY FORMULATED
TO GIVE PROMPT AND
SAFE RELIEF FROM PAIN

Each Myolgin tablet in solution provides

Paracetamol	200 mg
Calcium Aspirin	250 mg
Codeine Phosphate	5 mg
Caffeine Citrate	15 mg
Acetomenaphthone	1 mg

Available in tubes of 20 tablets

1 Brit. Med. J. (1965) Leading Article. 1, 673

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6515

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remembers what everyone else is forgetting! Reason enough for a

GREAT COLOUR SPECTACULAR

dominating the women's magazines throughout February

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If everyone who wore glasses bought prescription sunglasses, there'd be no market for Polaroid Clip-Overs.

But somehow we're not worried.

There's no doubt that people would like prescription sunglasses. But they're expensive. And awkward to carry around.

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POLAROID SUNGLASSES

5000 times a day

'HydroSaluric'-K is endorsed 5,000 times a day

Every day, over 5,000 patients leave their doctors' surgeries with prescriptions for 'HydroSaluric'-K. Since its introduction in 1960, 'HydroSaluric'-K has been prescribed more than five million times.

the most widely prescribed diuretic agent

Detailed information is available on request

Why 'HydroSaluric'-K is prescribed more than any other diuretic:

- Because during the past five years, 'HydroSaluric'-K has proved its value in the long-term management of oedema.
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REGD

Hydrochlorothiazide 25 mg with potassium chloride 572 mg

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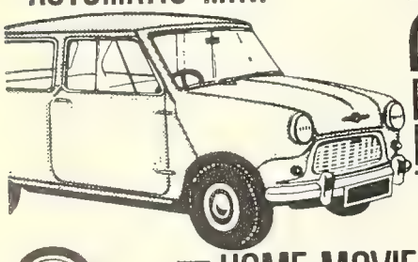

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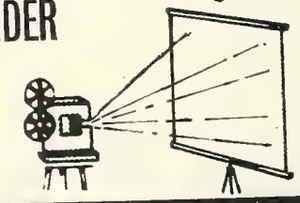
3rd HOME MOVIE KIT 8mm CAMERA/PROJECTOR SCREEN & STAND



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Over 250 MILWARD Cordless Electric Shavers worth over £6 each.

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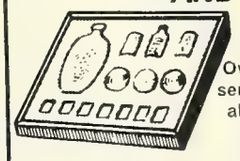

Over 250 Ladies' presentation Cosmetic Sets also worth over £6 each.
Plus — 500 BOX BINGO SETS for the children.

NICHOLAS N PRODUCTS, Bath Road, Slough, Bucks. THIS IS A TRADE ONLY PROMOTION

EVERY WEEK!

striking advertising will get new customers for you—and only you!

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SUNDAY MIRROR	**13,441,000**	,,
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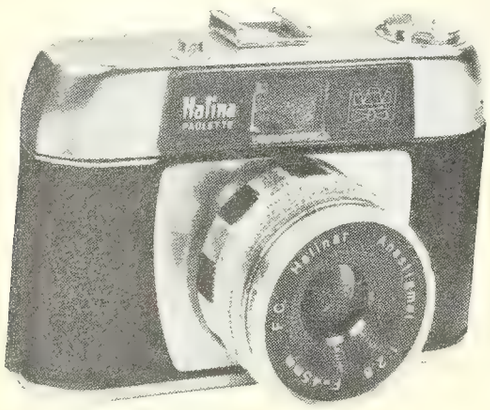
WK3A

Halina CAMERAS



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- A precision made 35mm camera
- Halinar f2.8/45mm lens
- Shutter speeds 1/30th, 1/60th, 1/125th 1/250th sec. plus B
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- Luminous bright line framefinder
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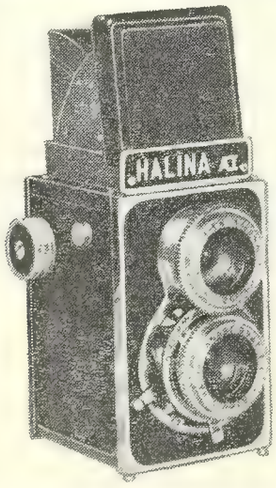
£8 - 19 - 6 Ever ready case £1.19.6

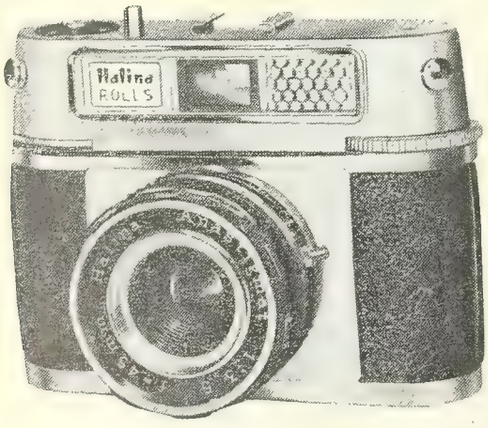


HALINA A I

$2\frac{1}{4}'' \times 2\frac{1}{4}''$ and 35mm

- Coupled front lens focusing
- f3.5/80mm hard coated lens
- 4-speed shutter-1/25-1/50-1/100 sec & B
- Ground glass focusing/viewing screen
- All metal with satin chrome trim
- Complete with 35mm conversion unit

£7 - 19 - 6 Ever ready case £1.19.6



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- f3.5/45mm hard coated 3 element lens
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- Synchronised for flash
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IBC LTD

THE INTERNATIONAL BOTTLE CO LTD

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as the men who sell Smokers
all know
it's a line that keeps sales on the go
now the new year promotion
will speed up the motion
and you'll see how fast
profits can grow!

EUCRYL DID IT — gave smokers a product they needed, created new business for you!
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UNMISSABLE CAMPAIGN AIMED AT ALL SMOKERS STARTS JANUARY

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Mirror · Sketch · Sun
Sunday Express · Sunday Mirror

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All enquiries to Bulk Products Division, Vitamins Ltd, Upper Mall, London W6.

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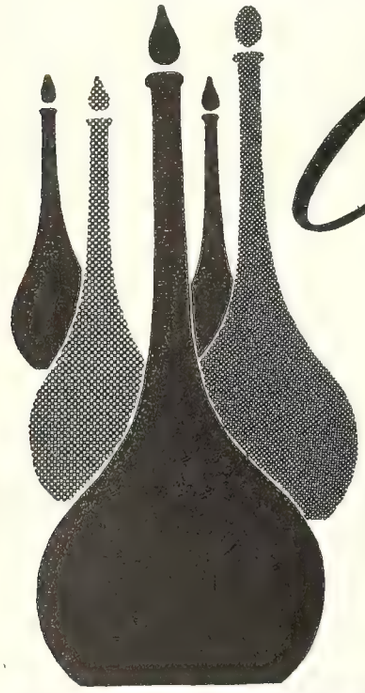

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SWISS BABY FOOD

From the home of the world famous producers of 'Swiss Birchermuesli' comes a new infant diet of mixed cereal with fruit and nuts. Each pack of 'Familia' Swiss Baby Food contains seven helpings of excellent and carefully balanced cereal of high nutritional value, prepared simply by adding milk.

in 7oz. packets
Retail 3/6

Thousands of samples are being distributed by Welfare Clinics all over the country.

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And fighting ads. that really say something to housewives about why they should be buying MARIGOLD and SUREGRIP Housegloves from you.

What do they tell her? That Marigold and Suregrip protect hands from nasty jobs *and* keep her hands pretty.

Where will she see them? In the papers she reads. The Daily Mirror (5,999,000 housewife readers). The Daily Express (5,006,000 housewife readers).

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What do they promise you? A continuation of the best campaign there's ever been for housegloves: tough, fighting, aggressive, to get Marigold and Suregrip off your shelves and into your customers' hands—and get that high profit on returns into *yours*. Get in touch with your supplier tomorrow; or write to the J. Allen Rubber Company, Lydney, Gloucestershire.

SUREGRIP | **Marigold**

Rubber Housegloves

The CHEMIST AND DRUGGIST
CLASSIFIED ADVERTISEMENTS

Address Box Number Replies to: THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2. Tel.: CENTRAL 6565

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BROADSTAIRS (High Street)

New 21 year lease at reasonable rent. No premium

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(Sandgate Road/Guildhall Street)

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Senior Pharmacist

required for modern department in acute general hospital (300 beds). Situated within few minutes of Central Line Underground. Salary within Whitley Council scale (inc. London Weighting). Applications with details of qualifications and experience to Hospital Secretary. C 706

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required April 1, 1966. Salary scale £955 to £1,200 per annum, plus London Weighting plus higher qualification allowance (if appropriate). Whitley Council conditions of service. Residence can be arranged if required. Further details from Chief Pharmacist (ADVance 1214). Applications, in writing, with the names of two referees, to the House Governor. C 6730

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Locum Pharmacist

required at this hospital. Salary £24 13s. 6d. per week. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 753

ROYAL FREE HOSPITAL GROUP, NORTH WESTERN HOSPITAL, LAWN ROAD, HAMPSTEAD, N.W.3

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required at the above hospital. Whitley salary scale ranging (for applicants over 21 years of age) from £414 to £615 per annum plus London Weighting and qualification allowance.

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(643 beds)

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Salary scale £955—£1,200. This post offers wide experience.

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Post-graduate, to commence August 1966. Applications stating age, training, etc., to be sent to the Group Secretary, Southmead Hospital, Bristol. C 6717

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THAMES GROUP HOSPITAL MANAGEMENT COMMITTEE

Applications are invited for the following appointments:—

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(a) East Ham Memorial Hospital, Shrewsbury Road, Forest Gate, E.7.
(b) St. Andrew's Hospital, Devons Road, E.3.

Pharmacist

St. Clement's Hospital, Bow Road, E.3.
In sole charge, part-time or full-time for this Psychiatric Hospital of 123 beds with out-patients' department and Day Hospital. Applications to respective Hospital Secretaries. C 6733

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Situations Vacant—Continued

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(No approach will be made to present employer without applicant's prior approval).

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Sales Representative

to cover the whole of Wales, calling on Chemists and other outlets, selling Eugene Hair Preparations.

Good basic salary — plus monthly commission — Company car provided —Pension Scheme.

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ENJOY THESE OTHER ADVANTAGES TOO:
• Good Bonuses • Business Training Courses • 3 to 5 weeks' holiday • Sick pay and pension benefits

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C 756

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(3) Berks/N. Hampshire.
(4) East Essex.
(5) Lincs.
(6) N. Lancs/West./Cumb.
(7) Mid Lancs.
(8) Lanarks/S.W. Scotland.

We have an increasing range of first-class preparations, and can offer excellent conditions of service and splendid opportunities to experienced medical representatives, or men with suitable medical or pharmaceutical backgrounds. Brief details, please, for application form to:

Sales Manager,
PHARMAX LIMITED,
Thames Road, Crayford,
Dartford, Kent
C 1604

OUTSTANDING OPPORTUNITY. Toilet manufacturers require Sales Representative willing to travel, residing round London. Prospect of Promotion. State age, salary, experience. Box C 1614.

PERFUMERY COMPOUNDER. Old-established Essential Oil house in West London area require perfumery compounder. Five-day week. Write stating age and experience to Box C 1586.

MORNY

London — New York, world-famous Toiletries House

require a

SALES REPRESENTATIVE

for the territory comprising South-West Scotland and Northern Ireland: resident in or near Glasgow.
Preferred age 23-40. Salary, commission, expenses, pension scheme, company car.

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PERIVALE, MIDDLESEX
C 6741

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Except Scotland and N. Ireland
by importing and distributing company dealing in a special beauty preparation and high-class perfumes. Must be well introduced to leading chemists and larger stores.
Apply, with all details, in confidence, to:—
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ITALIAN MARBLE SOAP
and equally exciting products to come. Agents are wanted in the West Country also Oxfordshire, Berkshire, Buckinghamshire and Middlesex.
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C 1613

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with nationally known and progressive toiletry and hair-care manufacturer. Must be well introduced to the trade.
TERRITORIES: S. Wales, W. & S.W. Counties, E. Anglia, Kent, Essex and E. London Postal Area, N.W. and N.E. Counties.
Apply with all details, in confidence to: "Sales Director,"
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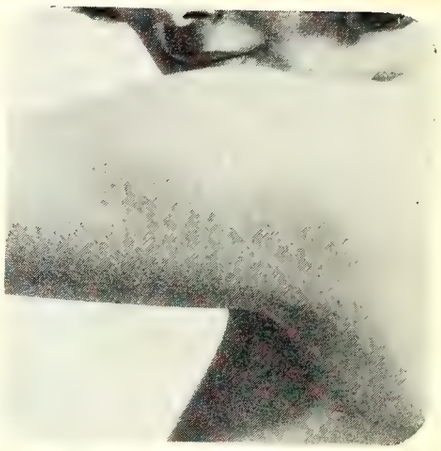
The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

JANUARY 29 1966



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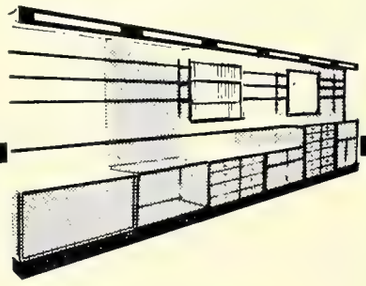

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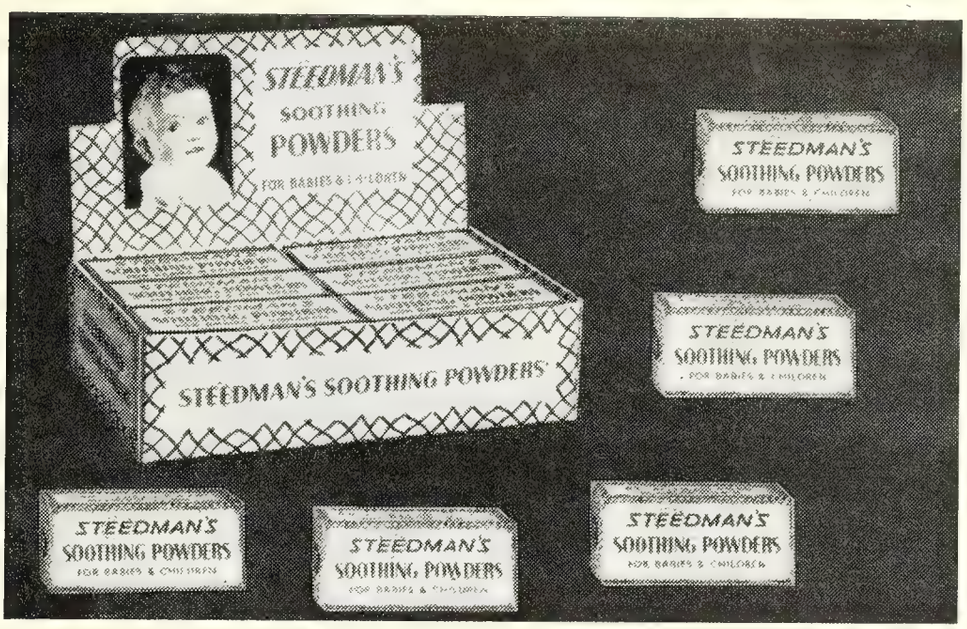

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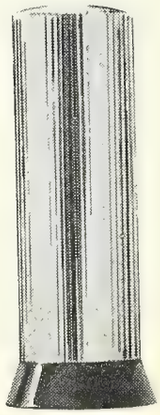

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INDEX TO ADVERTISERS

Albion Soap Co., Ltd., The 4

Beatson Clark & Co., Ltd. ..... Cover iii
Brandt, R., & Co. (Manufacturing), Ltd. 4
British Cod Liver Oils, Ltd. ..... Interleaved Edit., 12
Brown, N. C., Ltd. 8
Burrough, James, Ltd. 4
Burroughs Wellcome & Co. ..... Price List Sup., page 1

Calmic, Ltd. ..... Interleaved Edit., 17
Continental Cosmetics, Ltd. ..... Front Cover
Continental Laboratories, Ltd. 10
Corre, A., & Son, Ltd. ..... Price List Sup., page 9
Counterpoint Equipment, Ltd. ..... Cover ii
Cox, A. H., & Co., Ltd. 8
Cussons, Sons & Co., Ltd. ..... Interleaved Edit., 16

Duncan, Flockhart & Evans, Ltd. ..... Interleaved Edit., 13

Ever-Ready Personna ..... Interleaved Edit., 11

Goddard, J. G., & Co., Ltd. 8

Heron, John, Ltd. (Froment) 4
Holdfast (Baby Soothers), Ltd. 4

Macdonald & Son, Ltd. 22, 23
Margolis, Sidney, Ltd. 2, 3
Maws Pharmacy Supplies, Ltd. ..... Interleaved Edit., 14, 15

Newnes, George, Ltd. 6, 7
Nicholas Products, Ltd. ..... Interleaved Edit., 19

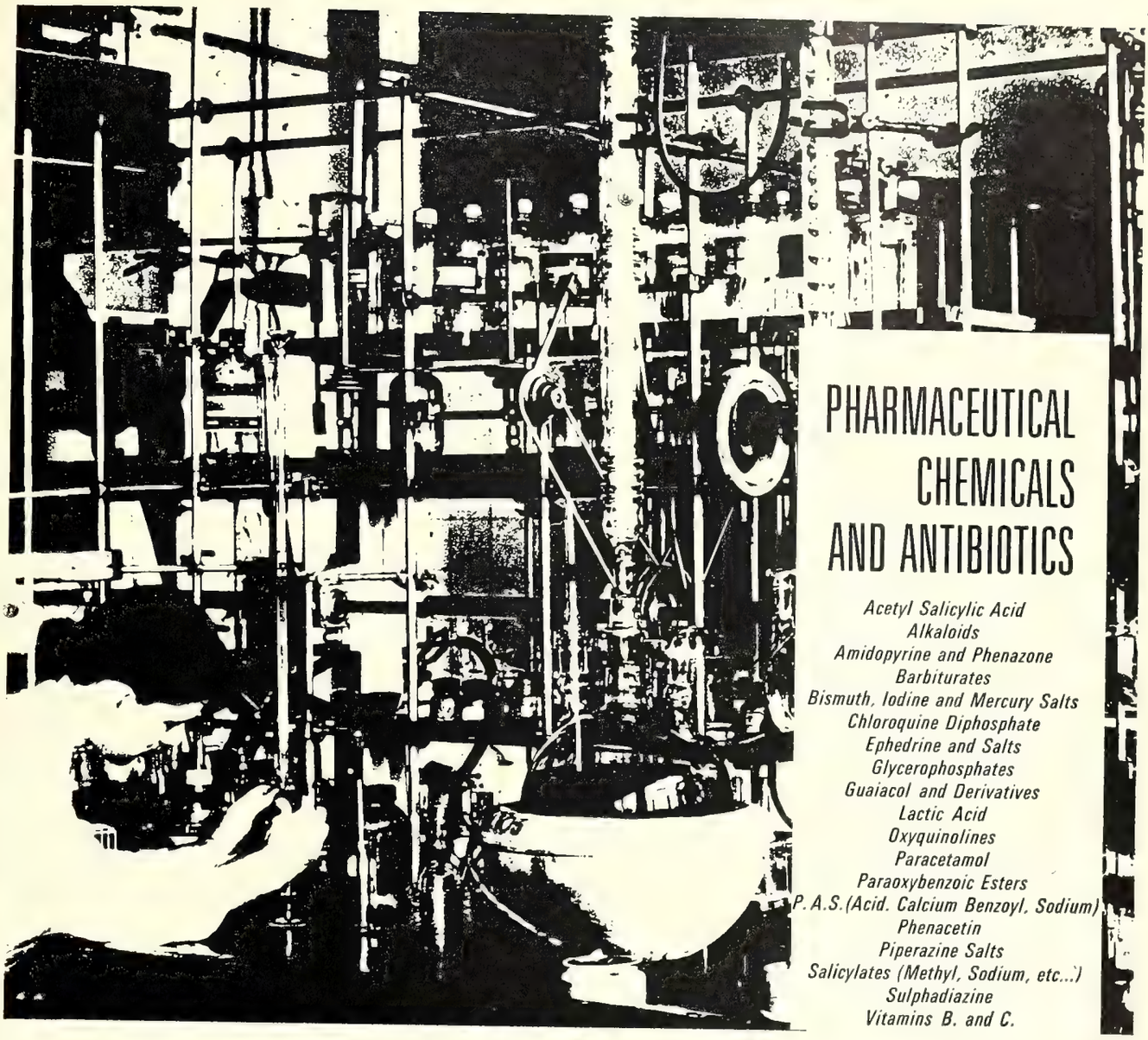
Phillips, Scott & Turner, Ltd. ..... Inset
Photopia International, Ltd. 9

Rhone-Poulenc 5

Steedman, John, & Co. 1

Vitamins, Ltd. ..... Cover iv

Whitecross Optical Co. 21
Woltz Italiana (Biometica, Ltd.) ..... Interleaved Edit., 18



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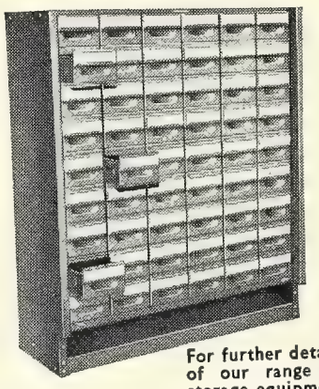

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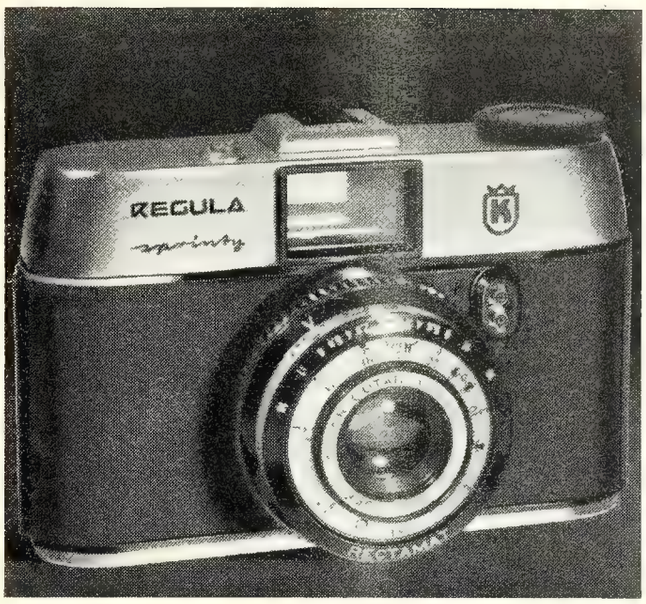

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THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 January 29, 1966 No. 4485

CONTENTS

A Vaccine Against Measles 101
Central Narcotics Board's 1965 Report ... 112
Common Cold Research Prospects ... 100
From Cross Roads to Melting Pot ... 115
Guild of Public Pharmacists 100
Has Irish Pharmacy a Future? 113
Leading Articles:
Progress in Narcotics Control ... 109
Information Anonymous 109
Irish Dispensary System Passes ... 109
Generous With the Advice 110
Onward from Galen 111
Pharmaceutical Society of Ireland:
Council Meeting (concluded) 111
Super-8 Equipment 104
Topical Reflections 99
White Paper on Irish Health Service ... 98

Any Business Questions? 111
A Pharmacist's Anthology 110
Bonus Offers 106
Branch Events 103
Business Changes 102
Coming Events 119
Commercial Television ... 120
Company News 102
Contemporary Themes ... 119
Deaths 103
Irish Brevities 99
Legal Reports 102
Manufacturers' Activities 105
New Companies 119
New Products 106
News in Brief 99
Overseas News 98
Patents 118
Personalities 103
Prescribers' Press 120
Trade Marks 118
Trade Notes 106
Trade Report 116
Wills 120

Index to Advertisers, p. 5. Classified Advertisements, p. 26.

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LEEDS, 16: 32 Wynford Rise, West Park. *Phone:* Leeds 67 8438.

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Aminophyll.	100 mg.	A 21
Calc. Lact.	300 mg.	C 15
Dexamphet. (Yellow)	5 mg.	D 17
Ephed.	30 mg.	E 3
Ergometrine Maleate	500 mcg.	E 12
Ethisterone	25 mg.	E 19
Ferrous Glucon.	300 mg.	F 10
Ferrous Sulph.	200 mg.	F 11
Folic Acid	5 mg.	F 1
Mag. Trisil. Co.		M 11
Nicotinic Acid	50 mg.	N 11
Pethidin. (DDA)	50 mg.	P 16
Phenoxymethylpenicil. (PII TSA)	250 mg.	P 32
Placebo (Saccharum Lactis)	300 mg.	P 39
Prednisolon. (PII TSA)	5 mg.	P 37
Prednison. (PII TSA)	5 mg.	P 38
Stilboestrol	1 mg.	S 18
Stilboestrol	5 mg.	S 19
Sulphadimidine	500 mg.	S 25
Thyroid	30 mg.	T 1
Thyroid	60 mg.	T 10

F10 Ferrous Gluconate 300 mg. (Red)

'CO-TAB' TABLETS
are manufactured for
CONTINENTAL LABORATORIES LTD.
85 Church Road, Hove, 3
by
ARTHUR H. COX & CO. LTD.
BRIGHTON · SUSSEX

Copies of the complete 'CO-TAB' Price List will be despatched to pharmacists on application to:

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LONDON'S FASTEST

COLOUR-BLACK & WHITE PROCESSING & PRINTING

Daily collection and delivery

KODACOLOR
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A fast turn-round colour service second to none. That's the way to keep your customers satisfied. We collect and deliver and the number is LADbroke : 7425.

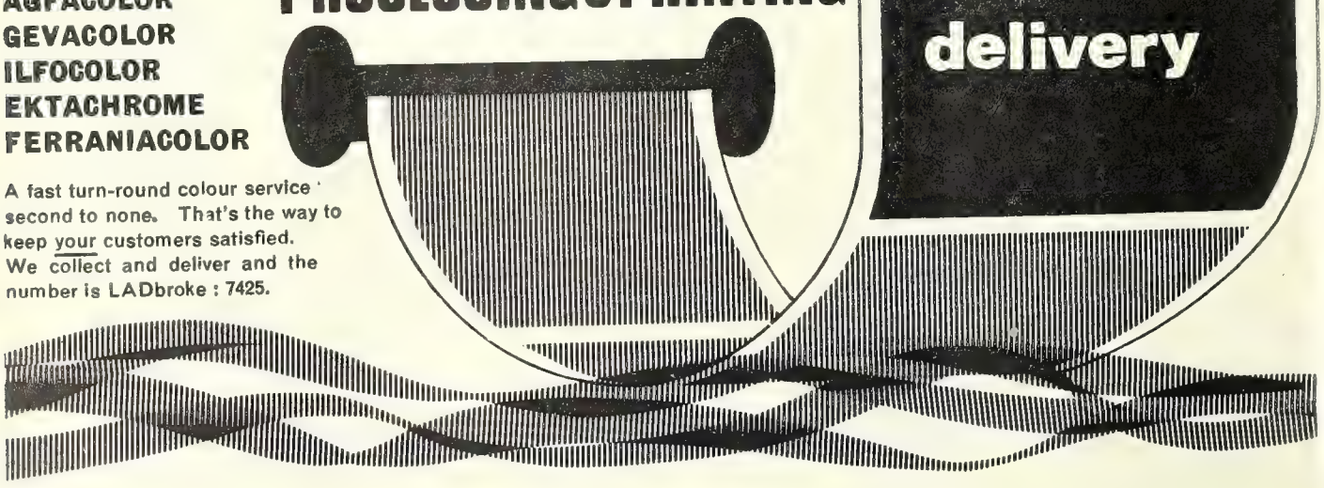

Photo Laboratories (LONDON) LIMITED

Tay Building, 2, Wrentham Avenue, London, N.W.10.

Personna launches NEW super stainless blade!

–the newest and greatest advance in stainless steel shaving!

- New blade making techniques and superbly accurate quality control.
- Backed by compelling national advertising making its mark on all men in Britain.
- New Displays, New Dispensers, New Packs, New Customers.

INTRODUCTORY CONSUMER OFFER

2 FREE BLADES

WITH EVERY 5 BLADE DISPENSER–3/6d.

new Personna super stainless double edge

–the blade with the edge

POST COUPON TO: EVER-READY PERSONNA, 26/28 Bedford Row, LONDON, W.C.1
(Or fill in and send to your usual wholesaler).

STOCK UP NOW WITH THIS NEW BIG PROFIT-MAKER

PLEASE SUPPLY _____ DOZ. x 5

NAME _____

ADDRESS _____

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SIGNATURE _____ DATE _____

C.D.I.

On guard against winter

Four products available only from chemists

Seven Seas New Hermetic Cod Liver Oil: The natural oil that builds health naturally. Available in bottle or capsule form. The new hermetic process makes it pleasant to take. So why not recommend Seven Seas Cod Liver Oil the new tasty way?

Seven Seas Mixable Mint Flavour Cod Liver Oil: Mixes easily with fruit juice or milk–gives the cool tang of mint.

Seven Seas Multivitamin Orange Syrup: Concentrated orange juice, energy packed cod liver oil rich in polyunsaturates with vitamins A, B_6, C, D & E. The perfect tonic.

Seven Seas

British Cod Liver Oils (Hull and Grimsby) Ltd., Marfleet, Hull, Yorkshire

Leaflets and booklets for distribution to customers on the Seven Seas range of products and a selection of counter display material are available from the Company on request.

✶ soluble

✶ contain no phenacetin

Each Myolgin tablet in solution provides

Paracetamol	200 mg
Calcium Aspirin	250 mg
Codeine Phosphate	5 mg
Caffeine Citrate	15 mg
Acetomenaphthone	1 mg

Available in tubes of 20 tablets

MADE IN ENGLAND
DUNCAN, FLOCKHART and EVANS Ltd LONDON E2

6516

E

1966 is a big year for Maws—new products, new advertisements,

More Maws advertising!

Whole Pages in six Babycare Annuals—Baby, You and Your Baby, Baby at Home, The Mothercraft Book, the Regional Baby Book and the Clinic Baby Book . . . with total readership figures up to 750,000.

Whole Pages in full colour in these popular magazines—All about Children, Babyworld, Family Doctor (1,000,000 readers) Mother (113,266 readers) Mother and Baby, and Parents.

Plus whole pages in the mass-circulation magazine True Story/True Romances, and *whole pages in Vogue* to reach *every* section of the market!

All these advertisements will bring more mothers-to-be to you, the chemist. To reach even more mothers,

nore products, more advertisements!

ere will also be a full page in the *Mothercare atalogue*, featuring Maws Nursery Products, ailable *from chemists only*.

lso, intensive advertising in the professional ess. Half and whole pages in nine nursing and idwifery magazines, including whole pages in Iidwife & Health Visitor, read by 20,000 ofessionals.

lore Maws mothers! Mothers and mothers-be will be introduced to Maws products by mple and leaflet through the Bounty Gift arcels—they'll come to you for more!

lore Maws products! 1966 will see new baby eding products coming your way. More news about these later on . . .

Big news too about Maws Nappi-Roll. Full details of a greatly improved product will be announced soon.

PLENTY OF ATTRACTIVE DISPLAY MATERIAL TO HELP YOU SELL MORE MAWS

Don't forget! Maws Nursery Products are available only through you, the chemist. So stock, display and sell more Maws.

Wherever there's a baby . . .
naturally Maw's sales follow!

Maws Pharmacy Supplies Ltd
Aldersgate House Barnet Hertfordshire

NEW!

Lanalem

CRYSTAL CLEAR HAIR SPRAY

A quality product
Only from your N.P.U. chemist

4/9

NEW!
for N.P.U.
members
only!

THE NEW AEROSOL HAIR SPRAY TO ADD TO THE PROVEN *Lanalem* RANGE!

A FULL 1/7d PROFIT ON EVERY SALE

PLUS INTRODUCTORY OFFER! ONE FREE UNIT IN EVERY DOZEN ORDERED

NO LIMIT TO QUANTITIES • DISPLAY CROWNER IN EVERY OUTER

ORDER YOUR SUPPLIES (MINIMUM ORDER ONE DOZEN UNITS)
FROM CUSSONS SONS & CO LTD · KERSAL VALE · MANCHESTER

ANOTHER QUALITY NPU PRODUCT

from a chemist's viewpoint...

Extensive sampling through Clinics and Child Welfare centres is creating good counter sales of this "Chemist only" line. Build on this increasing demand and boost your profits.
It will pay you to show Drapolene in these packs of 6 tubes.

CALMIC

Calmic Limited, Crewe, Cheshire.
Tel: 3251 (7 lines)

NEWS!

Biometica Limited now sell Woltz Italiana nail enamels!

'Woltz' P.B. s.r.l. of Milan have pleasure in advising that Biometica Ltd. will continue the previous policy of selling Woltz Italiana nail enamels only to chemists and department stores.

Full supplies of Woltz Italiana nail enamels together with a full range of Woltz Italiana display material will be constantly available.

NATIONAL ADVERTISING

An important campaign for Woltz Italiana nail enamels is scheduled to commence in March.

38 wonderful colours, 24 regular, at 3/9 each, 14 pearl at 5/9 each, oily remover and thinner at 2/9 each, lanolin remover and cuticle remover at 3/9 each.

Please address all future enquiries and orders to the sole distributors to the retail trade:

BIOMETICA LIMITED

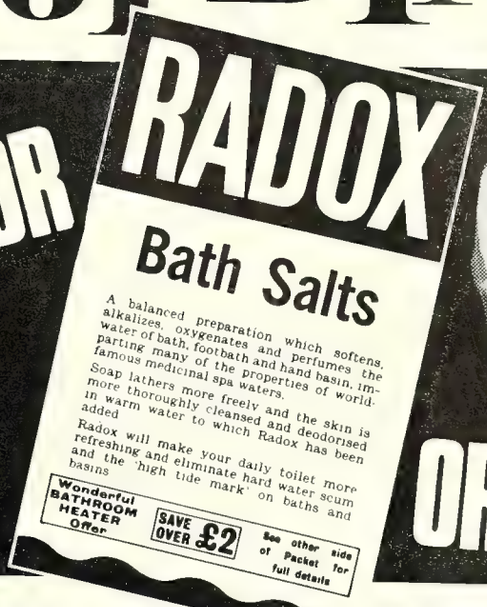
Barnet By-pass, Boreham Wood, Herts. Tel: Elstree 3145.

U.K. Representatives for Woltz of Italy: S.R. Van Duzer & Son Ltd.

play Dealer BINGO©!

WITH

OR

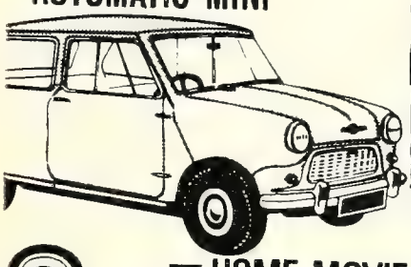


OR

OVER 1000 PRIZES WORTH MORE THAN £5000

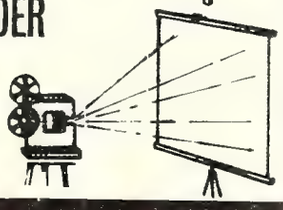
JACKPOT PRIZES

1st AUTOMATIC MINI



2nd FERGUSON RADIOGRAM TAPE RECORDER

3rd HOME MOVIE KIT 8mm CAMERA/PROJECTOR SCREEN & STAND

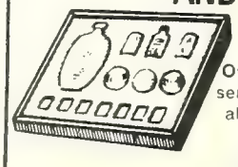


HERE'S HOW TO WIN!!

Simply collect a Bingo Card leaflet with every case of 'Dealer Bingo' Radox or Lifeguard or Dip you buy—plus the bonus starter leaflet mailed to you. Complete a bingo card following the simple instructions on the leaflet. To qualify for a prize, post your completed entry to:— Dealer Bingo Promotions© — H. D. Gordon Advertising Ltd., 24 St. George's Road, Wimbledon, London, S.W.19.

PLUS! Over 250 MILWARD Cordless Electric Shavers worth over £6 each.

AND



Over 250 Ladies' presentation Cosmetic Sets also worth over £6 each. Plus — 500 BOX BINGO SETS for the children.

NICHOLAS N PRODUCTS, Bath Road, Slough, Bucks. THIS IS A TRADE ONLY PROMOTION

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on Magnesium Chemicals
Technical data sheets on the properties and uses of Washington Magnesium Chemicals will be a valuable asset to your active files. Ready-to-hand data just when you want it-worth making space for? SEND FOR A SET TODAY
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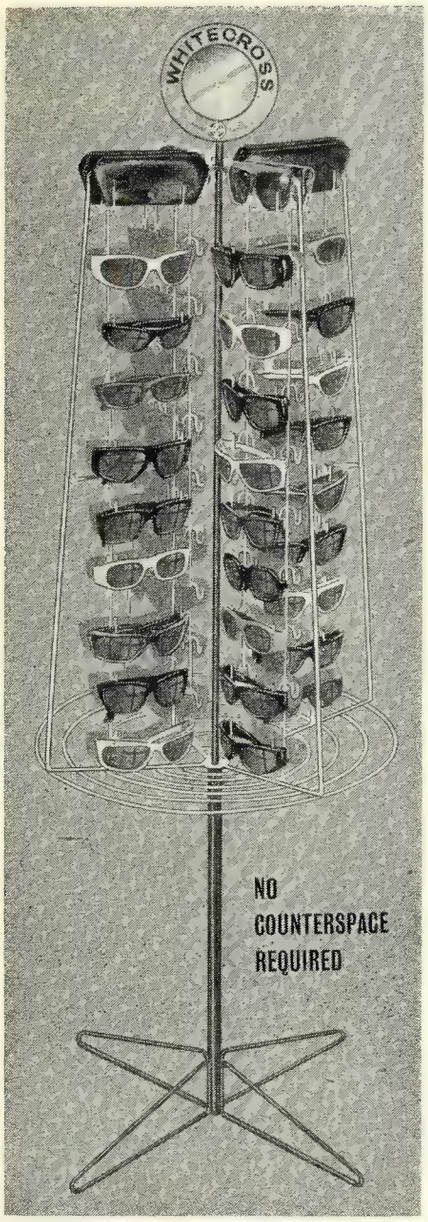


FOR GLAMOUR IN 1966....

Whitecross

DISPLAY STANDS SELL MORE SUNGLASSES!!

THE WHITECROSS 'MAJESTIC'

An imposing revolving floor display stand – no counterspace required – supplied FREE with a fashionable range of :–
18 dozen assorted sunglasses retailing from 2/11 to 9/11 each
and 2 dozen assorted clipovers retailing at 6/9 and 7/11 each

Cost of complete unit to retailer only £49.17.4

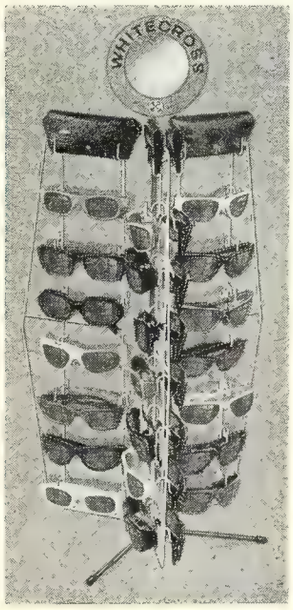
All our sunglasses are available as individual lines

See us at Blackpool, Metropole Hotel, Room 13

THE WHITECROSS 'RIVIERA'

A smart revolving counter display stand supplied FREE with an attractive assortment of:–
10 dozen assorted sunglasses retailing from 3/11 to 8/11 each and
1 dozen assorted clipovers retailing at 7/11 each

Cost of complete unit to retailer only £28.18.0

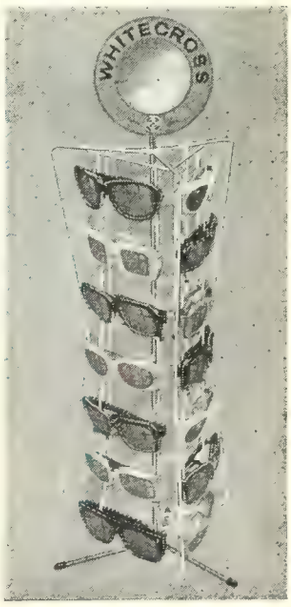


THE WHITECROSS 'COCKTAIL'

An attractive revolving counter display stand supplied FREE with a stylish selection of :–
5 dozen assorted sunglasses retailing from 10/6 to 15/11 each

Cost of complete unit to retailer only £25.6.8

Ask your usual wholesaler for illustrated catalogue showing our complete range retailing from 2/11 each.



THE WHITECROSS OPTICAL COMPANY OF LONDON *(Proprietors: Fredk. Lehmann Co. Ltd.)*
Frederick Works, Rochester Place, London N.W.1. Telephone: GULliver 6731

announcing...

SILCOT 1966 Advertising

Designed to appeal to your customers advertising like this for SILCOT feminine towels will appear throughout 1966 in these important women's magazines

WOMAN'S OWN
WOMAN'S REALM
VANITY FAIR
FLAIR
ANNABEL

Fresh idea – for the active life you lead!

SILCOT TRIPLE CONFIDENCE* FEMININE TOWELS

* **A SECRET DEODORANT** that keeps you completely feminine.
* **MOISTURE-PROOF PROTECTION** that provides positive secur
* **NEW SUPER-SOFTNESS** that gives you comfort you've nev known before.

Silcot's fresh idea in feminine towels is a promise – a promise to keep you Spring-fresh every day. In 4 proportioned sizes . . . in pastel packs from 2/3d.

Silcot **for feminine confidence**

Also makers of the teenager range – Sil-kini briefs, towels & pads.

Plus 2 Great Bonus Offers!

20/- and 40/-... Giving you profits of 41% and 47% on your outlay!

OFFER No 1
GIVING CHEMISTS 41% PROFIT

Order two cases SILCOT No 1
and one case SILCOT No 2
BONUS, eight packets of No 1

Cost to you	£13. 1. 0
Sales to you	£18. 8. 0
Profit to you	£5. 7. 0

OFFER No 2
GIVING CHEMISTS 47% PROFIT

Order three cases SILCOT No 1
and two cases SILCOT No 2
BONUS, sixteen packets of No 1

Cost to you	£21. 2. 0
Sales to you	£31. 1. 0
Profit to you	£9. 19. 0

PLUS NORMAL QUANTITY RATINGS OF UP TO 12½% ADDITIONAL DISCOUNT

STOCK UP NOW... TAKE ADVANTAGE OF THIS OFFER

(ends February 28th)

POST THIS ORDER FORM TODAY!

Sales Manager, Macdonald & Son Ltd., Portland Mill, Ashton-under-Lyne, Lancs.

On your special bonus offer, please send me the following order for Silcot Feminine Towels:

OFFER No 1

Two cases Silcot No 1
One case Silcot No 2
with eight-packet bonus

One offer ☐ Tick

OFFER No 2

Three cases Silcot No 1
Two cases Silcot No 2
with sixteeen-packet bonus

State No. of offers required ☐

SIGNATURE _____

TRADING NAME _____

ADDRESS _____

A TONIC FOR YOUR SALES

SPRINGTIME–TONIC TIME

Invigorating campaign now running

To meet the spring, 'Sanatogen' Tonic Wine is boosting your sales with high-powered, punchy advertising in the National Dailies, Sundays, Women's Magazines and on Television. See that your stocks are up to strength to meet the build-up of demand. Order now–order plenty.

'SANATOGEN' TONIC WINE

Sole Distributors: Whiteways Cyder Co. Ltd. · Whimple · Devon · London Office: Glasshouse Walk · Vauxhall · London · S.E.11

CVS485 a

A 'C & D' Book

Every country chemist, every chemist with pet-owning customers, needs a copy of this work

THE CHEMIST'S VETERINARY HANDBOOK

TWELFTH EDITION, 1964

(*formerly VETERINARY COUNTER PRACTICE*)

Provides the pharmacist with adequate and up-to-date information on animal diseases, their causes and the drugs used in their control, thus enabling him to answer the inquiries and meet the requirements of members of the veterinary profession; to dispense their prescriptions; and to handle with knowledge the goods that farmers, poultry keepers and pet owners are accustomed to buy from him.

PRICE

42/-

Postage 1/6

ORDER TODAY

Published by

The CHEMIST AND DRUGGIST

28 ESSEX STREET, STRAND, LONDON, W.C.2

The CHEMIST AND DRUGGIST

CLASSIFIED ADVERTISEMENTS

Address Box Number Replies to: THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2. Tel. : CENTRAL 6565

This service does not extend to the forwarding of samples.

APPOINTMENTS — **27/-** per ½" s.c. minimum and pro rata. AGENTS — AUCTION SALES — BUSINESSES FOR SALE and WANTED — CLEARANCES and WANTS — CONTRACTS — MISCELLANEOUS — PATENTS — PARTNERSHIPS — PREMISES — PUBLIC and LEGAL NOTICES — SITUATIONS VACANT. Run-on — **4/6** per line (minimum **22/6**). Semi-display — **27/-** per ½" s.c. minimum. Displayed with border rule, larger type faces and blocks — **72/6** per s.c.i. minimum. Reduced rates for one-third, one-half, and full pages on application. SITUATIONS WANTED — **7/6** per 18 words minimum, then **5d.** per word. Use of Box No. — **3/-**. Advertisements received by 4 p.m. Tuesday published same week.

PREMISES

CROWTHORNE, BERKS. Rapidly developing district, newly erected parade of four shops with maisonette above, garage at rear, car parking facilities. Rents from £750 per annum exclusive. Chemist obviously required. Details from Mertonford Estates, Ltd., Cheviot, Wellingtonia Avenue, Crowthorne. C 1364

CROYDON. Large lock-up with workshop rear, suitable for M.P.S. or multiple. Existing surgical connection free. Box C 1627.

BUSINESSES FOR SALE

DRUG STORE FOR SALE : Lock-up shop on main road in North-west Essex Village. £750, plus s.a.v. Nearest chemist three miles. Scope for advancement. Box C 1632.

WHOLESALE CHEMIST SUNDRIES. Due to retirement of director, 50 per cent. share in business offered. T/O £100,000 per annum. Total outlay about £4,000. Box C 1636.

BUSINESSES WANTED

WIRRAL AREA. Business required. Turnover £15,000—£20,000 with scope to increase under energetic management. Good N.H.S. essential. Would buy or lease property. Adequate capital available. Replies treated in strict confidence. Box C 1626.

APPOINTMENTS

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS

Dispensing Assistant

Modern well-equipped department. Whitley Council salary plus London Weighting. Trainee would be considered. Apply to Group Pharmacist. C 6752

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS

Senior Pharmacist

for modern and well-equipped department. Pleasant working conditions, Whitley Council salary plus London Weighting. Apply to Chief Pharmacist. C 6748

BETHNAL GREEN HOSPITAL, CAMBRIDGE HEATH ROAD, LONDON, E.2

Senior Pharmacist

required for modern department in acute general hospital (300 beds). Situated within few minutes of Central Line Underground. Salary within Whitley Council scale (inc. London Weighting). Applications with details of qualifications and experience to Hospital Secretary. C 706

BOARD OF MANAGEMENT FOR LENNOX CASTLE & ASSOCIATED HOSPITALS

Chief Pharmacist (Category III)

Applications are invited from Pharmacists (Male or Female) for the post of Chief Pharmacist (Category III) in this group of hospitals, located at Lennox Castle Hospital, Lennoxtown.

Residential acocmmodation available for a single person.

Superannuable post—Whitley Council salary and conditions of service.

Applications stating age, qualifications and experience together with the names of three referees to the Group Physician Superintendent, Lennox Castle Hospital, Lennoxtown, Stirlingshire. C 6747

BEXLEY HOSPITAL, DARTFORD HEATH, BEXLEY, KENT

Chief Pharmacist

Applications are invited for the above post (Category III) which will become vacant due to the retirement of the present holder. (Date will depend on availability of successor).

Whitley Council conditions, salary scale £1,280 x £45 (2) x £50 (2) x £55 (2) x £60 to £1,700 per annum, plus special weighting at present £45 p.a. Four weeks annual leave.

This busy, progressive psychiatric hospital is situated in pleasant surroundings 14 miles from Charing Cross and within easy reach of the Kent Coast and countryside.

Applications with full details and names and addresses of two referees to the Group Secretary. C 6742

FINCHLEY MEMORIAL HOSPITAL, GRANVILLE ROAD, LONDON, N.12

Chief Pharmacist (Category I)

required for small acute general Hospital. Whitley Council salary plus London Weighting. Suit married woman.

Apply to Group Pharmacist, 1 Wellhouse Lane, Barnet, Herts. C 6753

FULBOURN HOSPITAL, CAMBRIDGE

Chief Pharmacist

Applications are invited for the above post (Category II) at this progressive psychiatric hospital of 871 beds.

Salary £1,190 rising by annual increments to £1,505 per annum.

Applications giving age, experience, etc., with names of two referees to the Group Secretary. C 6746

LINCOLN No. 1 HOSPITAL MANAGEMENT COMMITTEE, ST. GEORGE'S HOSPITAL

Senior Pharmacist

required for modern Pharmaceutical Department of Category III General Hospital. Salary scale £1,040 to £1,295 per annum.

The post offers experience in every aspect of Hospital Pharmacy including sterile work which is performed in a well-equipped Sterile Unit supplying the Group.

The successful applicant will be required to deputise for the Chief Pharmacist in his absence.

Applications stating age, qualifications and experience with the names of two referees, to the Hospital Secretary, St. George's Hospital, Long Leys Road, Lincoln. C 6731

NOTLEY HOSPITAL, BRAINTREE, ESSEX

Dispensing Assistant

Applications are invited for the above post. Permanent and pensionable appointment. Salary and conditions according to Whitley Council scales. Previous hospital experience, Certificate of the Society of Apothecaries, R.A.M.C., R.A.F., or equivalent qualifications taken into account for commencing salary. Interesting post, covering wide sphere of activity. Good residential accommodation available if required.

Applications giving age, present and previous experience with names and addresses of two referees to Hospital Secretary immediately from whom further details may be obtained. C 6745

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1

Locum Pharmacist

required at this hospital. Salary £24 13s. 6d. per week. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 753

STRATFORD-UPON-AVON HOSPITAL

Chief Pharmacist

required for Stratford-upon-Avon Hospital which also serves Monroe Devis Maternity Home and Children's (Recovery) Hospital, Stratford-upon-Avon and Ellen Badger Hospital, Shipston-on-Stour. Salary scale £1,280 rising to £1,700 p.a. Applications naming three referees to Group Secretary, 50 Holly Walk, Leamington Spa. C 6751

WHITTINGHAM HOSPITAL MANAGEMENT COMMITTEE

Chief Pharmacist (Category III)

Applications are invited for the post of Chief Pharmacist (Category III) at WHITTINGHAM HOSPITAL, NEAR PRESTON, LANCS, a busy progressive psychiatric hospital. Whitley Council conditions of service and salary. Applications, naming two referees to the Secretary of the Management Committee, Whittingham Hospital, near Preston, Lancs. C 6750

SITUATIONS VACANT

RETAIL (HOME)

KINGSTON-ON-THAMES (SURREY). Attractive position available for a male as Under Manager. Applicants must have suitable experience in retail pharmacy and photographic trade. Modern flat available. Good salary, plus other benefits. Apply Box C 1638.

LADY PHARMACIST REQUIRED as Manageress for modern suburban shop in good-class area, no rota, three weeks' holiday, expenses paid for interview to E. Butterwick Chemist Ltd., 627 Holderness Road, Hull. C 1609

MANAGER REQUIRED for small private company pharmacy in pleasant market town, commencing March 1966. Three weeks' holiday. Limited clerical work. Position suitable for young pharmacist wishing to gain experience. Apply to the Superintendent Pharmacist, Pynegar, Ltd., 74 Leicester Road, Loughborough, Leics. C 1621

LANGLEY MILL & ALDERCAR CO-OPERATIVE CHEMISTS LIMITED

invite applications for the position of

SUPERINTENDENT CHEMIST

Modern main-street premises. Sales and transfers £40,000 p.a. N.U.C.O. salary and conditions. Assistance with housing if required. Applications to Secretary, Langley Mill & Aldercar Co-operative Chemists, Cromford Road, Langley Mill, Nottingham. C 1620

SUPERINTENDENT PHARMACIST required. One shop, five-day week, salary not less than £1,500 per annum. Help with housing if required. Maldon is a pleasant country yachting town in Essex. Apply: Maldon Co-operative Society, 2 Market Hill, Maldon, Essex. C 1612

SITUATIONS VACANT WHOLESALE

BERK GODALMING

VETERINARY SALES MANAGER

Berk Pharmaceuticals Ltd., having built up a successful pharmaceutical operation, now propose to make a major effort in 1966 to develop the veterinary market. We have at present no products in this field. We are looking for a man who has been throughout his career concerned with veterinary sales development. He must know the kind of veterinary products that require to be developed for commercial success. He must be capable of evaluating new products, organising their promotion, and training veterinary representatives. A man under 35 is unlikely to have had the wide experience necessary for this post.

If you think that you know sufficient to build up a veterinary business from scratch, please write to:

The Managing Director
Berk Pharmaceuticals Ltd · Catteshall Lane · Godalming · Surrey

C 6736

A YOUNG MAN is required as an assistant in the export department of an expanding international pharmaceuticals company. The successful applicant will be directly responsible to the export sales manager for the day-to-day implementation of the export department procedures and documentation, etc. Previous experience in an export department would be a distinct advantage. This post offers valuable experience in pharmaceutical exports. Hours 9—5. Five-day week. Applications to Mr. R. W. Hance, A. H. Robins Co., Ltd., Horsham, Sussex. C 1624

COSMETICS AND PERFUMERY
Manufacturers and U.K. distributors for " Parfums Weil," " Woltz Nail Enamels " and " Arcancil Eye Make-up " require a representative in the S. London, Berks, Bucks area. Experience of selling to Department Stores and chemists in the cosmetic trade essential. Salary £1,250 p.a. plus high bonus earnings. All expenses paid. Company car. Superannuation. Write to:
Sales Manager,
BIOMETICA, LTD.,
Boreham Wood, Herts

C 6748

EXPERIENCED unqualified lady or gentleman required to take charge of proprietary dept. Contact Mr. Adams, SHO: 3411, or write I. & N. Rabin Ltd., 190 Shoreditch High Street, E.1. C 1625

GENERAL MANAGER required by small old-established Middlesex firm of toilet preparation manufacturers. Experience in buying and works management required. Position offers unlimited scope to keen executive capable of developing growth potential of the business. Initial salary would be not less than £1,500. Write giving full particulars and salary required to Box C 1622.

DEVELOPMENT PHARMACIST

The Pharmaceutical Division of Pfizer Limited has a vacancy for a young Pharmacist.

The position is in our Pharmaceutical Development department at Sandwich and is concerned with ethical development and experimental work, covering bench investigational studies for a wide range of topics, including formulation and subsequent scale-up to Production, together with studies of a more fundamental nature.

Whilst desirable, previous industrial experience is not essential. Applicants should be young graduates with a strong interest in this work.

An attractive starting salary will be offered, together with the benefits of non-contributory Pension and Life Assurance Schemes, profit-sharing bonus scheme, payment of removal expenses, etc.

Applications (quoting G2123) should include details of qualifications, experience and current salary and be addressed to:—

The Recruitment Officer, Pfizer Limited, Sandwich, Kent.

THE Pfizer GROUP
CHEMICALS – PHARMACEUTICALS
VACCINES – COSMETICS – FOODS
AGRICULTURAL & VETERINARY PRODUCTS

C 6744

Situations Vacant—Continued

EXPERIENCED
FIRST-CLASS
REPRESENTATIVE

wanted for an old-established firm of wholesale pharmaceutical distributors in the Midlands. Must have a live connection. Permanency, superannuation and car provided.

Reply in confidence to Box C 1639

GENERAL MANAGER
General Manager required by small old-established Middlesex firm of toilet preparation manufacturers. Experience in buying and works management required. Position offers unlimited scope to keen executive capable of developing growth potential of the business. Initial salary would be not less than £1,500. Write giving full particulars and salary required to:
Box C 1557

J. M. LOVERIDGE LTD. require Male Assistant in manufacturing section. Duties mainly production of special formula items, some galenicals. Top rate for active worker with industrial or hospital experience. Modern factory. Five-day week. Apply giving relevant details, 6/8 Millbrook Road, Southampton. C 1628

MANAGER to take full control of old-established firm in Cambridge manufacturing a proprietary medicine supplying home and export markets. Good basic wage with bonus and opportunity for advancement. Please write for interview, expenses paid, to Robert Barker & Son Limited, 5 Glisson Road, Cambridge. C 1607

PERFUMERY COMPOUNDER. Old-established Essential Oil house in West London area require perfumery compounder. Five-day week. Write stating age and experience to Box C 1586.

REPRESENTATIVE required for London and Home Counties with company manufacturing large range Novelty Soap and Bath Preparations together with a Branded Line. Salary and commission. Please reply giving details to Box C 6749.

REPRESENTATIVES to call on doctors and hospitals. Pharmaceutical or medical background desirable. Merseyside and South Wales areas. Salary, commission, expenses. Box C 6754.

WHOLESALER requires representative in Essex to carry sundries, etc. Reply in confidence. Box C 1633.

IMPORTANT

Box Office numbers are intended exclusively for specific answers to particular advertisements. Price Lists, Trade Circulars, Samples and Printed Matter cannot be forwarded.

BUSINESS OPPORTUNITIES

FROM THE CRADLE TO THE GRAVE

As yet none of the products we have introduced have reached the grave. They are still healthy and thriving.

And that's our business.

If you have a problem, pharmaceutical-wise, we can help you.

Formulation—Product Approval—Analytical Control — Packaging — Marketing (Market Research, production and distribution)

Let us quote you. All communications are treated confidentially, and the utmost security is preserved.

Contact:

S. D. Andrew, M.P.S., M.Inst.M.S.M., F.I.D. F. Calladine, M.P.S.
J. WATERHOUSE & COMPANY LTD.
Church Street, ASHTON-UNDER-LYNE
061 ASH 5667

C 1631

A LIMITED COMPANY formed for £18 complete. Ready-made Companies £20. Express Company Registrations, Ltd. (Dept. 37), 70 Finsbury Pavement, E.C.2. NAT. 5434/5. C 755

A WELL-KNOWN MANUFACTURING house in the South have installed automatic suppository making machinery, and would welcome enquiries for contract manufacture, either in bulk or packed ready for counter sale. Box C 6746.

EUROPEAN MANUFACTURER with wide range of established ethical specialities wishes to contact small but lively marketing organisation preferably with own manufacturing facilities for selling in the U.K. market with view participation and eventual acquisition. Box C 1637.

MANLY MAN'S BELT. Nationally advertised "obtainable from chemists," 39/6. Full trade terms. Order by waist measurement from Manly Co., Manor House, Worcester Park, Surrey. DERwent 3877. C 635

SITUATIONS WANTED

FOREMAN TABLET MAKER with experience of pharmaceutical work and management requires change, anywhere considered. Box C 1635.

AGENTS

AGENT WITH 30 YEARS' CONNECTIONS with Wholesale Confectionery trade in the North of England, wishes to contact first-class firm interested in opening up this new field. Box C 1619.

AGENTS REQUIRED regularly calling chemists, Yorkshire, Lancashire, Birmingham, Cumberland, Northumberland, Durham, Kent and Sussex areas. A growing company offer new easy-to-sell lines. Write stating relevant details to Box C 1617.

IRELAND. Pharmacist seeks agency for sundries, cosmetics or pharmaceuticals. Excellent personal connection chemists. Storage space available. Manufacture considered. Box C 1630.

SALES AGENTS. Old-established London manufacturers of a highly attractive and expanding range of toiletries require good agents for all areas (excluding Kent, Surrey, Sussex and Hampshire). Commission basis—15 per cent. Write in confidence full details stating exact territory regularly covered to Box C 6732.

WANTED

LABORATORY EQUIPMENT and furniture required. Clissold 5307. C 1629

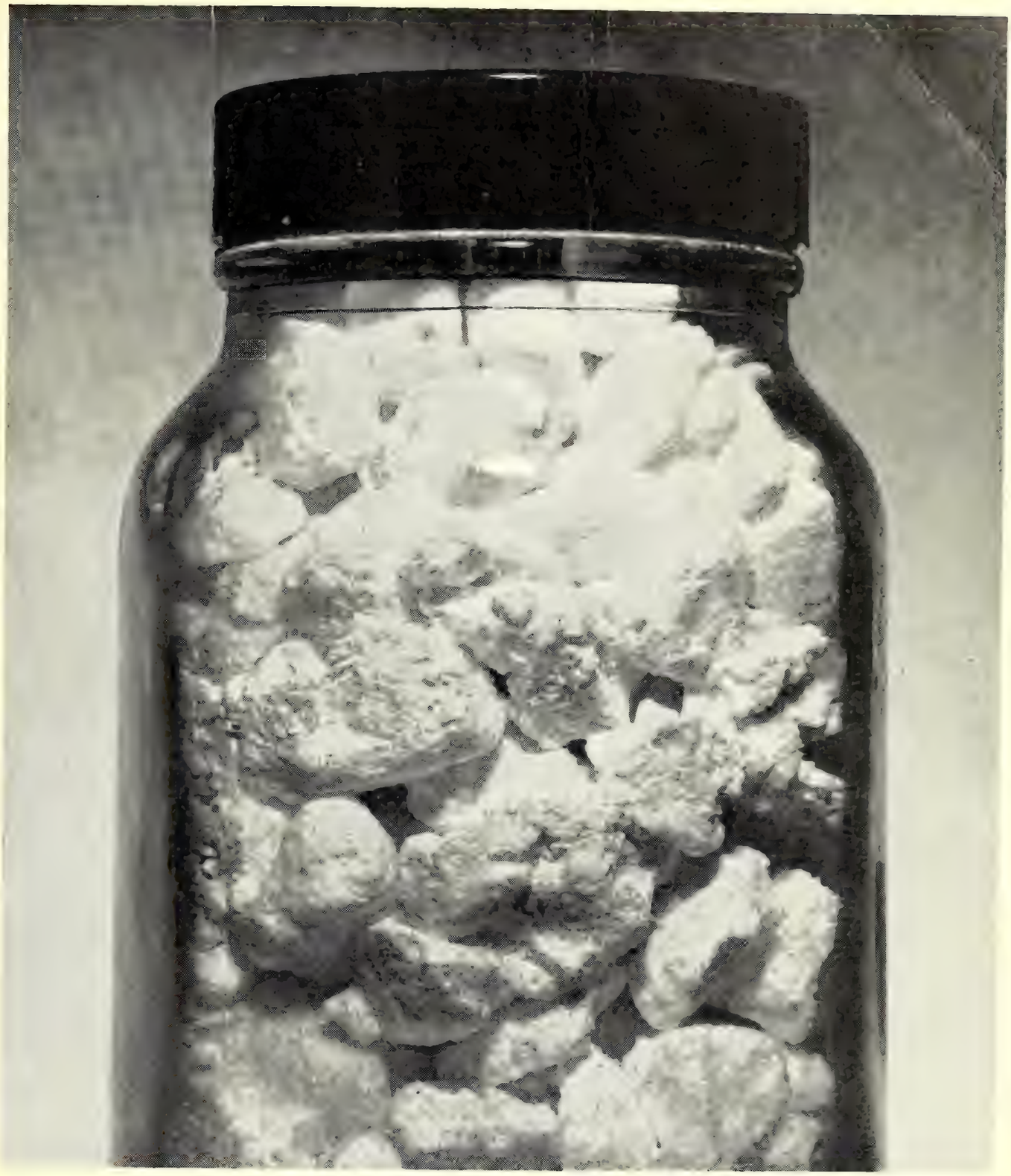
WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8. C 140

FOR SALE

COMPLETE STOCK, 20 gross approx. of speciality proprietary product. Patent trade mark, goodwill, etc. Reasonable offers invited. Owner retiring. Box C 1606.

You may now
TELEPHONE
your classified advertisement
CEN 6565
by 4 p.m. Tuesday for same week, subject to space available

Printed by The Haycock Press, Ltd., 2 Exmoor Street, London, W.10,
and published by the Proprietors, Morgan Brothers (Publishers), Limited, at 28 Essex Street, London, W.C.2 32/24/10S



Pharmaceuticals are clearly safer in

BEATSON

GLASS CONTAINERS

BEATSON, CLARK & CO. LTD., ROTHERHAM, YORKSHIRE. Tel. 3188

BC128

Remember

the Bemax 'Remember' advertising?

Remember

the more Bemax you order the more you earn

Remember

the Bemax BONUS, January 31st-February 12th, 1966

	PARCELS	STANDARD LIST PRICE	BONUS TERMS	PROFIT
BX. 1	3 doz x 3/6 size	100/6	92/3	33/9
BX. 2	1½ doz x 6/6 size	93/9	86/3	30/9
BX. 3	2 doz x 3/6 size ½ doz x 6/6 size	98/3	90/3	32/9
BX. 4	1 doz x 3/6 size 1 doz x 6/6 size	96/-	88/3	31/9

and the 'Remember' advertisements go on reminding . . .

. . . millions of people with advertising in the National Daily newspapers and Women's magazines. Backed, of course, as always, by consistent specialised advertising in magazines such as **Family Doctor, Parents, Mother** and **Mother and Baby.**

Bemax display material is available on request. Send your order now to:

SALES ORDER DEPT · VITAMINS LIMITED · MANOR ROYAL · CRAWLEY · SUSSEX

Publicity

The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

FEBRUARY 5 1966

There's a lot of it about . . .

Throat infection – there's a lot of it about at this time of year. Fortunately you can confidently recommend Dequadin Lozenges – the most widely prescribed antiseptic lozenge – to bring rapid relief.

DEQUADIN LOZENGES

Trade Mark

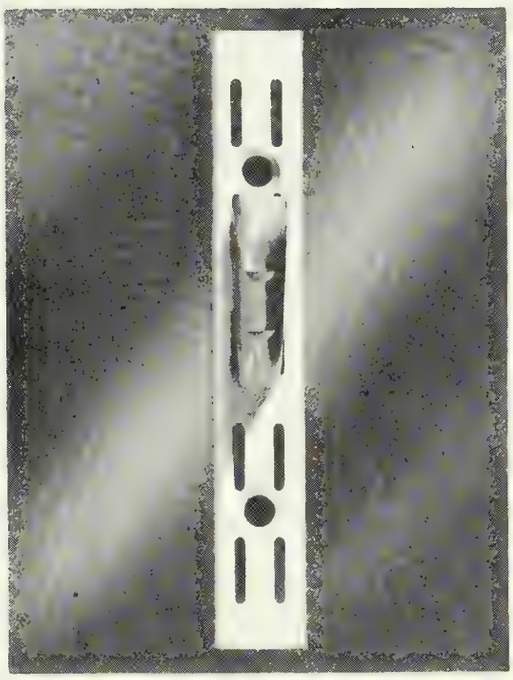
DISPLAY THEM – RECOMMEND THEM – AND SELL THEM

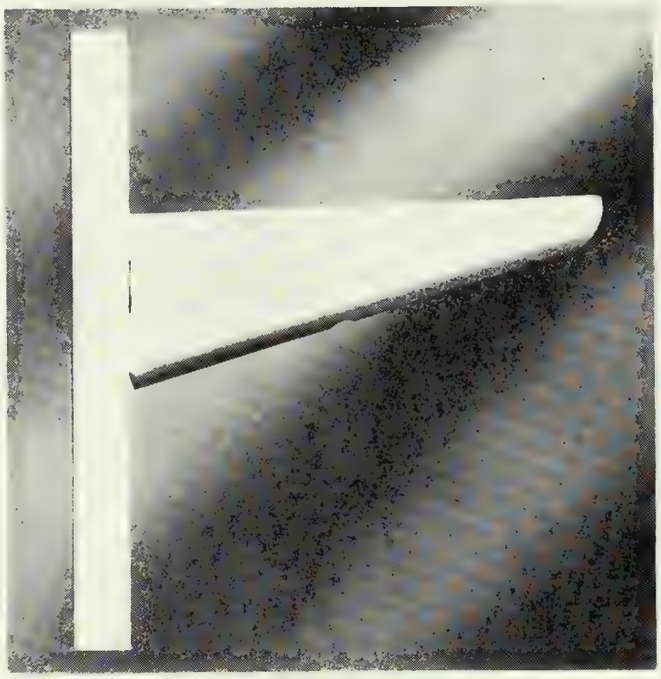
Trade price 20/- per dozen tubes · Retail price 2/6 per tube

ALLEN & HANBURYS LTD BETHNAL GREEN LONDON E2

WANTED

in connection with series of amazing hold-ups





'HANDY' SPUR

also known as **'TOUGH'** or **'VERSATILE'** SPUR

Handsome, smooth appearance. Strong, rugged build. Always well turned out in Willow Grey or Frost White.

Known to frequent Shops, Supermarkets, Stores, Libraries or any place where hold-ups have held up efficiency. Often to be seen in tight corners with back to the wall.

Reward yourshelves with **SPUR**

For further information of benefit to yourshelf on Spur Adjustable Shelving, detach and return to: SAVAGE & PARSONS LIMITED WATFORD HERTS WATFORD 26071

NAME *COMPANY*

ADDRESS

S42

Robert Piguet promotion in The Queen

Queen readers will be out buying their 'Bandit' in the first weeks of April

Above is one half of a double-spread which will be seen by over half a million women in the March 30th issue of *The Queen*.

Queen readers can afford to be perfume conscious . . . so prepare yourself for the invasion! Because this promotion is not restricted to existing Robert Piguet outlets, enquiries are welcome from all high-class shops and stores.

Queen readers will be told where they can buy Robert Piguet perfumes near their homes—a list of shops and stores taking part in this promotion will be prominently featured on the facing page of the double-spread advertisement. There is even a special introductory offer for readers of *The Queen* to enable them to try the rather exclusive Robert Piguet perfumes for themselves.

Special *Queen* display material and window streamers will be supplied to those outlets finally selected.

Interested? Then write for details

F. & G. TURNPENNY LIMITED, 26, MARTIN LANE, LONDON, E.C.4 **MANsion House 1237**

Macleans TOOTH PASTE

GREAT TRIPLE OFFER

FOR YOU

SPECIAL BONUS OFFER

12 INVOICED AS 11

FOR YOUR CUSTOMERS

Superb BEGONIA OFFER

5 glorious begonias in window box. Just water them and watch them grow. Special carton with back board makes compelling point-of-sale display.

Full 15/- value for only **9/1D**

PLUS

3D 4D and 6D OFF

Standard, Large and Economy Packs

In Southern T.W.W. and Westward T.V. areas, there is a different offer on large and economy packs—our representative will give you full details.

BACKED BY MACLEANS ALL-NETWORK T.V. ADVERTISING

Concentrate on BEECHAM Toiletries

Beecham Toiletry Division, Beecham House, Brentford, Middlesex

℗ 152

Introducing...

... the new Cow & Gate Baby who will be seen by *millions of mothers* during the next few weeks when THIS BABY will be featured on the 'new look' Cow & Gate tins and cartons, as well as in the national women's magazines.

Our eye-catching advertisements are constantly stimulating new sales, which means new customers for you. Order now and be sure you can meet the increasing demand for

COW & GATE MILK FOODS

The FOOD *of* ROYAL BABIES

7030

"ZONO" THERM-O-WOOL (REGD).

2/4d. and 3/10d. PACKETS

FOR SAMPLES WITH TRADE AND WHOLESALE PRICES WRITE TO CARTER BROS. OF SHIPLEY (YORKS).

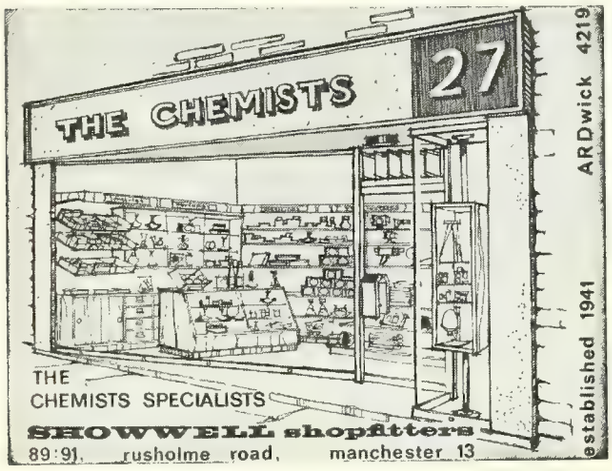
ETHICALS · PROPRIETARIES · SUNDRIES

I. & N. RABIN LTD

Wholesale Chemists

189-190 SHOREDITCH HIGH ST., E.I. *Tel:* SHO 3411 (15 lines)

Comprehensive Service in London area



Revised prices for SHAVEX and LEMSKIN from February 7th

		RETAIL	TRADE Per Doz.
Lemskin Hand Jelly	medium	1/5d	10/1d
	large	2/4d	16/8d
Shavex	medium	1/9d	12/10d
	large tube and jar	2/10d	20/9d

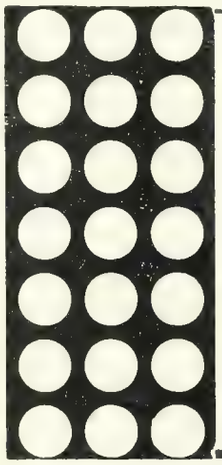
NICHOLAS PRODUCTS LTD

Now Ready!

The Fitting of Trusses and Elastic Hosiery

3rd Edition published January, 1965
Price 6/6d Plus 6d Postage

Order Today THE CHEMIST & DRUGGIST 28 Essex St., Strand, London, W.C.2



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plain, self-adhesive labels into your own Name, Price or Code Labels at will. We supply the Labels and the Overprinting Machines.

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The only BEVELLED TONGUE DEPRESSOR in the world

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FOR CHEMISTS ONLY

RING WATERLOO 4874-6 *FOR*

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SURGICAL INSTRUMENTS · TOILET ACCESSORIES

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38 SOUTHWARK BRIDGE ROAD, LONDON, S.E.1

INDEX TO ADVERTISERS

Adams National Industries, Ltd.—Garsalle (U.K.), Ltd. Interleaved Edit., 16 & 17
Allen & Hanbury, Ltd. ..... Front Cover
Ashwood Timber & Plastics, Ltd. 4
Askit, Ltd. 28

Barber Electrical Services, Ltd. 24
Beecham Food & Drink (Lucozade) Interleaved Edit., 13
Beecham Research Laboratories, Ltd. Interleaved Edit., 15
Beecham Toiletry Division 2
Blythe, William, & Co., Ltd. 28
Brandt, R., & Co. (Manufacturing), Ltd. 10
British Dyewood, Ltd. 28
Britton Malcolm & Co., Ltd. 4
Burroughs Wellcome & Co. .....Price List Sup., page 1
Burroughs Wellcome & Co. ..... Interleaved Edit., 19
Burson for Men 12

Calfos, Ltd. 26
Carter Bros. (Therm-O-Wool) 4
Chesebrough-Ponds, Ltd. 10
Chrome Mesh Equipment, Ltd. 7
Continental Laboratories, Ltd. (Co-Tab) 5
Corre, A., & Son, Ltd. .....Price List Sup., page 3
Costa, G., & Co., Ltd. 24
Cow & Gate, Ltd. 3
Cox, Arthur H., & Co., Ltd. 8

dott. Invernie & Della Beffa S.p.A. ..... Cover iii

Farley's Infant Food, Ltd. 6

Gerber Baby Foods ..... Interleaved Edit., 20

Ilon Laboratories 28
Irish Pharmacy Week 6

Kalium Products (Redditch), Ltd. 24

Lastonet Products, Ltd. 27
Lederle Laboratories, Ltd. ..... Interleaved Edit., 18

Macarthys, Ltd. 11
Manesty Machines, Ltd. 26
Manuplastics, Ltd. 23
Margolis, Sydney, Ltd. ..... Interleaved Edit., 14
Menley & James Laboratories ..... Inset

Nicholas Products, Ltd. 4
Nicholas Products, Ltd. (Dealer Bingo) ..... Interleaved Edit., 22
Orridge & Co. .....Price List Sup., page 10
Osmond Aerosols, Ltd. 10

P & M-Warrick 9
Parke Davis & Co. ..... Interleaved Edit., 21
Phillips, Scott & Turner Co. 29
Pointells, Ltd. 25

Rabin, I. & N., Ltd. 4

Salemaster Shopfitters, Ltd. 8
Savage & Parsons, Ltd. ..... Cover ii
Sessions, William H., Ltd. 4
Showell Shopfitters, Ltd. 4

Thermos, Ltd ..... Cover iv
Turnpenny, F. & G., Ltd. 1

WARNING

IT has come to our notice that some prescriptions for 'CO-TAB' Tablets have been filled by supplying ordinary unmarked tablets.

As 'CO-TAB' is a registered Trade Mark, such substitution, therefore, can be the subject of a civil action for damages, and penalties under the N.H.S. testing scheme.

We propose to take action against further infringements.

CONTINENTAL LABORATORIES LTD.,
85 CHURCH ROAD, HOVE 3, SUSSEX

New! Farley's Special Offer starts February!

Mothers save 17/- on this cosy Sleep Gown!

No mother will be able to resist this soft, easy-wash Acrilan/Wool sleep gown for her baby. In a choice of pink, blue and yellow it costs her only 28/11 plus any two Farley's packet tops. Full details and application form are on every large (12 Rusk) packet. Only from Farley's—Britain's largest selling baby cereal—outsells all other brands combined.

We're calling all mothers to tell them about our special offer. Advertising breaks in WOMAN'S OWN and WOMAN'S REALM in February. Order your stocks of the special offer pack today!

The Organising Committee expresses its appreciation and thanks to the companies listed below for their contributions towards the success of

IRISH PHARMACY WEEK 1965

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G. D. Searle & Co., Ltd.
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Squibb (Ireland), Ltd.
Upjohn, Ltd.
Wigglesworth, Ltd.
Wilcox Jozeau & Co., Ltd.
John Wyeth & Brother, Ltd.

SPECIAL THANKS FOR A MORE THAN GENEROUS CONTRIBUTION ARE DUE TO:

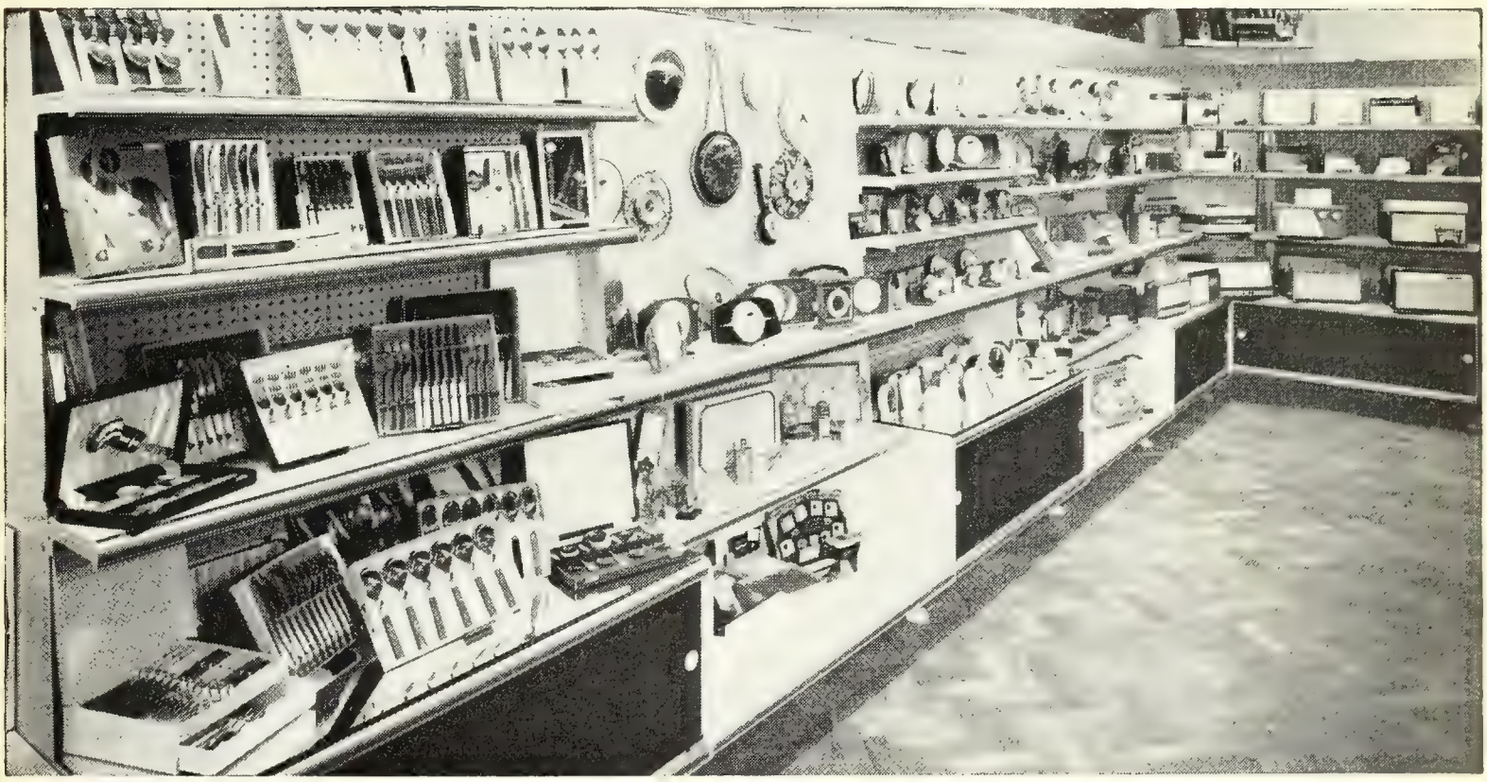
P. C. Cahill & Co., Ltd., Dublin.
Cork Chemical and Drug Co., Ltd., Cork.
Johnson & Johnson (Ireland), Ltd., Dublin.

Organising Secretaries:
Captain J. O'Farrell, A.M.C.L.P.S.I.,
and Mr. F. Bourke, M.P.S.I.,
Maxine, Glasheen Road, Cork.

This space is donated by THE CHEMIST AND DRUGGIST

For self-service—specify SERIES TWO BY CHRO-MESH

the versatile new system with one basic unit



More and more leading names in the chemist and toiletries field are switching to self-service. No wonder. Few other trades can present such attractive merchandise which, when well displayed, almost sells itself. And this new swing to self-service coincides with the introduction of Chrome Mesh's latest and greatest system — **SERIES TWO.**

SERIES TWO is a flexible, all-purpose system which can be adapted to all forms of merchandise display. It has been developed as a result of Chrome Mesh's long and extensive experience in European and American markets. It is precision built, of sturdy, steel construction and can be easily installed or altered without nuts or bolts. Its many advantages include the following features:

- ✳ Shelf adjustment every 1½" with 4 different angles of presentation.
- ✳ Uprights in 6 different lengths: free-standing or fixed.
- ✳ Shelving in 3 different lengths, 7 widths and a variety of surfaces.
- ✳ Standard components for specialised section including prescription stock shelving and toiletry binning.
- ✳ Cupboards and Drawers, Bunk Units and Platforms in 8 different sizes and variety of finishes.
- ✳ Keenly competitive price.

You are probably thinking of self-service . . . that means you must consider SERIES TWO the greatest advance in self-service equipment by the acknowledged experts — CHROME MESH. Write for full details.

POST THIS COUPON NOW

Please send details of Chro-Mesh Series Two and the unique All-in-One plan for conversion and installation, etc.

NAME _____

ADDRESS _____

_____

_____

TEL: _____

Chrome Mesh Equipment Ltd., Morden, Surrey DERwent 3881 CD 4

CHRO-MESH

AUTHORITY IN SELF-SERVICE PLANNING

your name
NASAL SPRAY

a most efficient squeeze bottle microspray diffuser available in seven different own name – own brand pack designs.

Showouters of 1 dozen.
Striking showcard on request.

Trade Price 21/6 per dozen
quantity discounts
(exempt P.T.)

May we send you a sample, terms and illustrated Price List?

ARTHUR H COX & CO LTD
BRIGHTON · SUSSEX

Salesmaster

Prescriptions are the real cure for shopfitting troubles.

* EXTENSIVE SHOWROOMS OF FULLY-FITTED SHOPS ARE OPEN FOR INSPECTION

WHY WAIT? ACT NOW!

Let Salesmaster transform your shop.

No selling time lost.

Refitting completed in just a few hours after closing time.

Salesmaster
SHOPFITTINGS LTD
Regent House, Dock Road, Birkenhead Tel...BIR 8794
CHESHIRE

Please send me further details of your Free Planning & Advisory Service

Name _____

Address _____

_____

2 4 5 2 3 3

P & M-Warrick will supply all your pastille requirements.

Products you can recommend with confidence.

Famous names:- Rinstead, Meggezones, Meggeson Dyspepsia Tablets,

supported by National Press and TV advertising.

P&M-WARRICK Seymour Road, London E.10 · Tel: LEYtonstone 3334

WK 4

MASSIVE PRICE REDUCTIONS FOR PONDS SPRAY 'N' STAY HAIR SPRAY

The price of Ponds Spray 'n' Stay was reduced on January 1st 1966

Standard list price	1965 Price	New Price
Spray 'n' Stay Aerosol	58/10 per case (1 doz)	40/- per case (1 doz)
Spray 'n' Stay Economy Aerosol	45/5 per case (½ doz)	34/7 per case (½ doz)
Case discounts will be available as normal. The recommended consumer buying price will be reduced on March 1st as follows:		
Spray 'n' Stay Aerosol	8/1	5/6
Spray 'n' Stay Economy Aerosol	12/6	9/6

fiona

EYELASHES DE-LUXE

SELF-ADHESIVE •
SHAPED & TRIMMED •
PERMANENT CURL •
SIMPLE TO FIX •
SECURE IN WEAR •

12/6 (recommended retail price)

Refills of Self-Adhesive or Normal Adhesive **1/3** each

Order from your Wholesalers or in case of difficulty from:

R. BRANDT & CO. (Mfg.) LTD.

Ribra House • 16 Dalston Gardens • Stanmore • Middx

Telephone: DRYden 0088/89

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We will pack your aerosols — incorporating your own name and brand-image under your own colourful and exclusive design — your own good looks!

OSMOND AEROSOLS TAKE CARE OF EVERY ASPECT OF FILLING

TECHNOLOGICAL AID
DEVELOPMENT WORK
QUALITY CONTROL
DESIGN & DISPLAY
FILLING EXPERTISE
RELIABLE SERVICE

by formulation specialists in our own laboratories leaving nothing to chance inclusive in our service outcome of long experience ensuring on-time delivery

We are established volume fillers for firms whose names are household words but still give the same careful attention to short-run "specials". Try us for either — or both!

OSMOND AEROSOLS LIMITED

RAILWAY STREET — GRIMSBY — TEL: 56235

service... is more than just a word to Macarthys Limited

Most pharmacists know that Macarthys seven depots each with its own fleet of vans delivers all orders quickly and efficiently.

Most pharmacists know that Macarthys quality control ensures the high standard of products that bear our name.

Most pharmacists know that Macarthys carry an exceptionally wide range of pharmaceuticals and ethicals.

Most pharmacists know that because of this, all dispensing requirements can be met on one order.

did you know?

Macarthys Limited
Chesham House, Chesham Close, Romford

ROMFORD	*ROmford 46021*
SOUTHEND on SEA	*Southend 63251*
LEE	*KIPling 5555*
CAMBERWELL	*REDpost 4121*
WEMBLEY	*WEMbley 8855*
MANCHESTER	*ARDwick 5131*
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THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 February 5, 1966 No. 4486

CONTENTS

Any Business Questions? 135
Cellulose Ethers 138
Consumer Protection 125
Correspondence 130
Guide to New Medicaments 137
Hospital Drug and Dressing Costs ... 125
How Ulster Students Fared 136
In Parliament 126
Leading Articles:
Points to Watch in the Consumers Bill 133
Overseas Trade in Pharmaceuticals ... 133
New Products and Packs 129
N.H.S. Drug Costs in 1964-65 124
Onward from Galen 134
Pharmaceutical Society of Northern Ireland: Council Meeting 135
Topical Reflections 123

Business Changes 127
Coming Events 143
Commercial Television ... 144
Company News 127
Contemporary Themes ... 143
Deaths 128
Irish Brevities 123
Irish News 122
Irish Pharmacy—Has it a Future (concluded) ... 138
Legal Reports 126
Marriages 128
New Companies 144
New Medicaments ... 141
News in Brief 123
N.H.S. Statistics 138
Patents 142
Personalities 128
Prescribers' Press 144
Print and Publicity ... 141
Trade Marks 142
Trade Notes 130
Trade Report 139
World Trade 141

Index to Advertisers, p. 5. Classified Advertisements, p. 30.

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MORGAN BROTHERS (PUBLISHERS), LTD.,
at 28 Essex Street, Strand, London, W.C.2
Telephone: Central 6565

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LEEDS, 16: 32 Wynford Rise, West Park. *Phone:* Leeds 67 8438.

ANNUAL SUBSCRIPTION
which includes The Chemist and Druggist Diary and Year Book, £4 5s. Single copies 1s. 3d. each (postage 8d.).

NEW BURSON FOR MEN

The first full support elastic stocking exclusively designed for MEN

* Won't slide down
* Lasting comfort
* Complete support
* Long wear

INTRODUCTORY OFFER

4 pairs Burson elastic hose for men (1 small, 2 medium, 1 large), with counter display. **Plus** a special order certificate, which brings you another pair for your personal use for only 15/-.

COST TO YOU (4 PAIRS)	£6	0s.	0d.
LESS 5% DISPLAY ALLOWANCE		6s.	0d.
	£5	14s.	0d.
SELLING PRICE	£9	0s.	0d.
YOUR PROFIT	£3	6s.	0d.

= **36.7%**

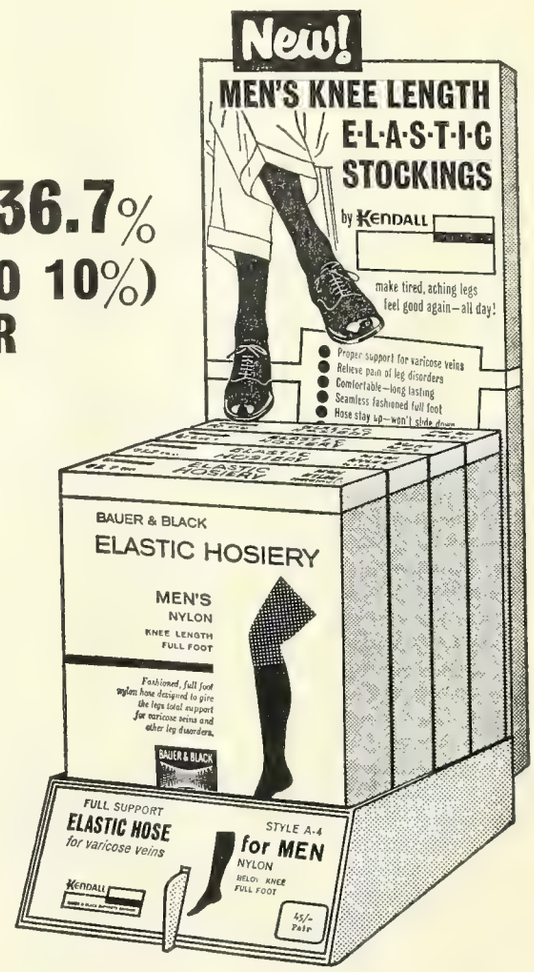
QUALIFY FOR A PARCEL DISCOUNT (UP TO 10%) BY INCLUDING REGULAR BURSON IN YOUR ORDER FROM THE FOLLOWING RANGE:

COTTON—Lastex—N.H.S.

L-1 Natural shade—above knee—open toe—small, medium, large.
L-3 Natural shade—below knee—open toe—small, medium, large.
L-6 Natural shade—thigh length—small, medium, large (2" extra elastic).

NYLON—Lastex—N.H.S.

N-1 above knee—open toe—small, medium, large.
N-2 above knee—*closed* toe—small, medium, large.
N-3 below knee—open toe—small, medium, large.
N-6 thigh length—open toe—small, medium, large.



To: Fassett & Johnson Ltd., Oxford Works, Worsley Bridge Road, London, S.E.26.

Please send me offer no. 9750 Men's A4 Elastic Hosiery and the additional Burson hosiery as listed and charge my account.

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NAME (Block capitals).....

ADDRESS .....

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KENDALL

ADVERTISER'S ANNOUNCEMENT

In measles
when the question is...

HOW TO ENSURE that a child who is feverish and querulous will receive essential fluid and calories. Very often in such circumstances you are the person looked to for an answer.

The child with measles is a picture of misery. His photophobia is just one aspect of his general malaise—he is against everything, including meals of any kind. And yet some nutriment that will spare protein and provide energy and fluid is essential.

What, then, can you do to help these patients? A liquid glucose drink will very often provide the answer, and just such a drink has been in everyday clinical use for many years . . . Lucozade. So, when the question is "What shall I recommend to help this patient?" remember that Lucozade's value has been fully established over a long period of time.

Just why it is so suitable under these circumstances derives from its formulation:—

¶ Lucozade is basically a solution of liquid glucose which contains a number of carbohydrates, of which dextrose (glucose) is only one. The others (maltose, oligosaccharides and higher saccharides) comprise more than 80% of the total weight of the constituents. It is erroneous, therefore, to think of liquid glucose as being dextrose in liquid form. For instance, it is not as sweet as dextrose (or sucrose). The relative sweetnesses are: liquid glucose 23, dextrose 74, (sucrose 100).

¶ In man liquid glucose has been shown[1] to produce a 10% blood sugar rise in 5.1 minutes, compared with 7.2 minutes for dextrose and 8.3 minutes for sucrose. It spares protein and provides fluid. One large bottle of Lucozade supplies 546 Calories (except in Northern Ireland where, because of an increased liquid glucose content, it provides 650 Calories).

¶ Liquid glucose has a much lower osmotic pressure than either dextrose or sucrose and it is for this reason, together with its lower sweetness level, that it rarely causes nausea or stomach upset, even when taken in considerable quantity. Moreover, Lucozade is pleasant to take. It has a mild citrus flavour, is lightly carbonated and acidified with lactic acid.

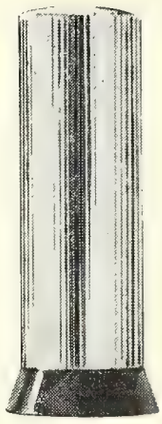
¶ Lucozade is, therefore, invaluable—when fluid intake has to be increased; when a patient cannot face a normal diet or has difficulty in swallowing; in any gastro-intestinal disorder; pre- and post-operatively; in hepatitis; and in cases of fatigue due to a temporary drop in the blood sugar level.

[1] Lancet, 1959, i, 485.

TANGEE straight from America

GOES TO TOWN all over Great Britain

THE TREND IS TO TANGEE—the most famous name in the World of Beauty Aids. A massive Woman's Realm premium launch campaign was seen by millions of women up and down the country; made innumerable women turn to Tangee: formed new Tangee habits and renewed old ones. Make sure you have good stocks to cash in on this new and steady repeat demand for the wonderful 1966 Tangee range:



TANGEE LIPSTICKS

smooth, creamy, each in an elegant, gilt, swivel container. Available in 9 exciting Modern-in-Mood shades, tested and proved-success-stories in the States — a major breakthrough in modern lipstick appeal. And such value: retailing at only 2/9.

TANGEE COMPACTS

In an exquisite new tortoiseshell-style Compact — there's nothing like it on the market at anywhere near this price! Finely blended solid compressed powder in a choice of seven superb shades; soft foam pads, easily washed and quickly dried. A complete Tangee beauty treatment that is quick, simple, gives perfect grooming in a few seconds. And top Tangee value, too: The unique Tangee compact retailing at only 4/6 (Refills 3/6).

The most habit-forming beauty preparations in the business.

Order NOW and order PLENTY from your usual Wholesaler or direct from the Sole Distributors in the U.K.,
SIDNEY MARGOLIS LTD., Margo House, Hemp Row, London, S.E.17.
Telephone RODney 7461 (Pr. Br. Exch.).
For Luft Tangee, Long Island City, New York, U.S.A.

Tangee

THE MOST FAMOUS NAME IN THE WORLD OF BEAUTY AIDS

A New Name from Bencard

ALAVAC

7-dose courses for the safe and effective treatment of allergy

Alavac is the name for the Bencard Allergy Unit's range of adsorbed (pyridine-extracted, alum-precipitated) desensitising vaccines.

- **Only 7 injections** are required for a full course of treatment.
- **Effective protection** may be expected in 80 – 90% of patients.
- **Optimum safety** because allergens are released slowly.
- **Even very sensitive patients** can tolerate effective doses.
- **Co-seasonal therapy** can be practised with confidence.
- **Simple to administer** from a new style treatment set complete with disposable syringes (+special finger-grip).
- **Above all, desensitisation is preventive – not merely palliative**

The Alavac range of vaccines provides desensitisation against a wide variety of common allergies:

ALAVAC-P standard grass pollen vaccine indicated for classical hay fever and pollen asthma; prepared from 12 varieties of common grass pollens (Bencard group B2).

ALAVAC-D standard house dust vaccine indicated for non-seasonal asthma and perennial rhinitis.

ALAVAC-S individually formulated specific vaccines, prepared from any one or more of a wide selection of adsorbed allergen extracts, in any desired proportion.

Literature, giving full details of the Alavac range (and including recommendations for their use) is available on request.

Alavac desensitising vaccines are prepared by the
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Beecham Research Laboratories
Brentford · England Tel: ISLeworth 4111

NEW PACK

lemon-delph
FRESHENER

	LIST	
4 OZ. BOTTLES	45/- PER DOZ	6/7 RETAIL

A delightfully refreshing skin freshener with the natural skin refining, bleaching and cleansing action of lemons. Tones the skin, closes the pores, refreshes the whole body. Used before making up to freshen, tone and to keep the complexion in good condition.

ANI
CHEMICAL RESEARCH

GARSALLE (U.K.) LTD.
SAFFRON WALDEN, ESSEX

TELEPHONE: SAFFRON WALDEN 2478

NEW PRODUCT

delph

CLEANSING MILK

	LIST	
4 oz. BOTTLES	65/- PER DOZ	9/6 RETAIL

The natural cleansing, skin toning and bleaching action of lemons is combined in this skin cleansing emollient with skin conditioning and toning solvents. It should be smoothed on and tissued off to remove the last traces of complexion robbing dirt that have become deep seated. It imparts to the complexion a wonderful clean, clear loveliness. Delph cleansing milk is specially recommended for dry skins.

STOCKS ARE BEING DISTRIBUTED TO ALL WHOLESALE CHEMISTS

LEDERLE LABORATORIES

announce the introduction of

LEDERCORT† D

TRIAMCINOLONE ACETONIDE 0.01%

TOPICAL CREAM

on February 14th 1966

LEDERCORT D is recommended for maintenance therapy of chronic dermatoses after initial suppression of acute manifestations has been achieved with more conventional concentrations. LEDERCORT D may also be employed for the initial treatment of milder dermatoses.

PACKS and TRADE Prices

30 gm. tube . . 7/6d. 250 gm. jar . . 54/8d

for further information please write to:-

LEDERLE LABORATORIES

a division of Cyanamid of Great Britain Ltd. Bush House, Aldwych, London W.C.2.

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† Regd. trademark

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enriched with extra meat for extra protein

IN STRAINED & JUNIOR

both in small-size 4¼ oz jars, recommended retail price 1/2

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cold comfort

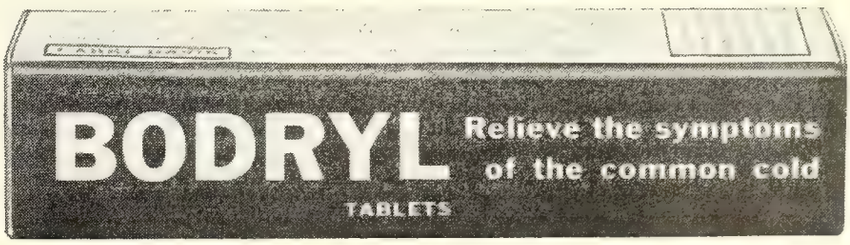
. . . but for rapid symptomatic relief of colds . . . BODRYL*

BODRYL contains a potent antihistamine (bromodiphenhydramine hydrochloride, Parke-Davis) to mitigate the allergic component; phenylephrine hydrochloride, to promote drainage of the nasal sinuses and so allay bacterial infection; aluminium hydroxide dried gel to combat gastric acidity, and aspirin, phenacetin and caffeine to relieve headache and general malaise.

And that's enough to give a comforting feeling to any cold sufferer.

Available as multi-layered tablets in tubes of 12.

**Trade mark*



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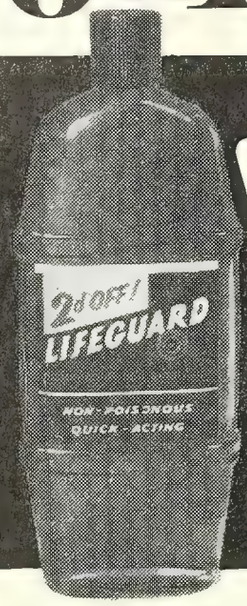

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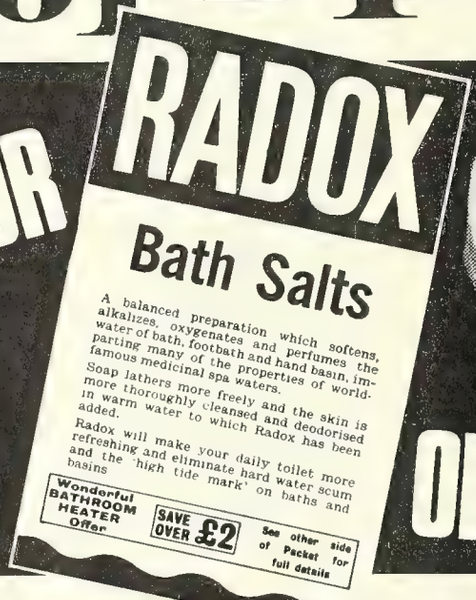

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Simply collect a Bingo Card leaflet with every case of 'Dealer Bingo' Radox or Lifeguard or Dip you buy—plus the bonus starter leaflet mailed to you. Complete a bingo card following the simple instructions on the leaflet. To qualify for a prize, post your completed entry to:—
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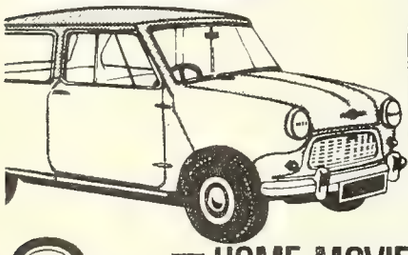
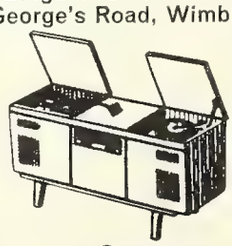
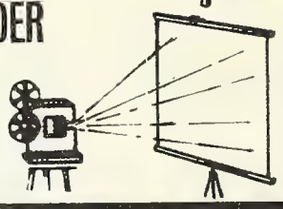


2nd FERGUSON RADIOGRAM TAPE RECORDER



3rd HOME MOVIE KIT 8mm CAMERA/PROJECTOR SCREEN & STAND



PLUS! Over 250 MILWARD Cordless Electric Shavers worth over £6 each.

AND

Over 250 Ladies' presentation Cosmetic Sets also worth over £6 each. Plus — 500 BOX BINGO SETS for the children.

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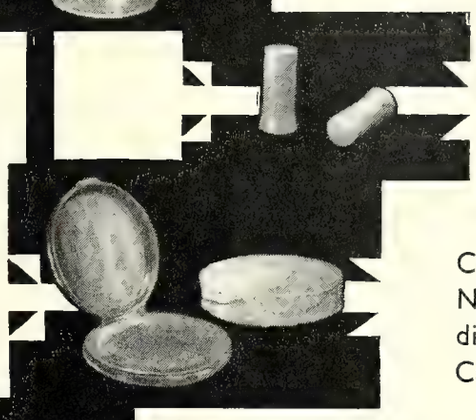
Double walled Cream Jars :—
$\frac{1}{2}$ oz. 1 oz. 2 oz. and 4 oz. capacity. Light weight. Ample space for advertising and for prestige copy. Off-set or screen-printed. Lids plain or hot-stamped.

Containers for the handbag :—
Mascara, Eye shadow and rouge. Light-weight polystyrene. Lids plain or hot-stamped.



Miniature lipsticks :—For sampling and testing.
Size—Length $1\frac{1}{4}''$. Dia. $\frac{1}{2}''$.

Compact :—Slim design. Fitted with mirror. Easy to open. Neat built-in hinge. Lid plain or hot-stamped. Approx. diameter 3″. Made in polystyrene. Pressed Powder Compact. Cam fitting lid. Plain or hot-stamped.

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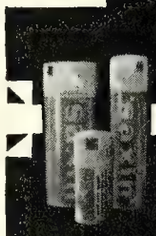
Solid Deodorant or Cologne Stick Container with push up base. Larger size for men. Various colours printed either off-set or silk screen to customers' requirements.



Saccharin dispenser container :—
Polystyrene body. Polythene Cap. Off-set printed in 3 colours.

Clear polystyrene phials for all types of tablets. Snap on Caps. Off-set or screen-printed if required. Four sizes $3\frac{5}{8}'' \times 1''$ dia. $3\frac{1}{8}'' \times 1''$ dia. $2\frac{1}{8}'' \times 1''$ dia. $2\frac{1}{8}'' \times \frac{3}{4}''$ dia.

Bottle-type Containers. Clear body—Sealed base. Tight fitting polythene cap. Off-set printed. Sizes 15 cc. 20 cc. 25 cc. capacity.

" LUSTROID " injection mouldings.

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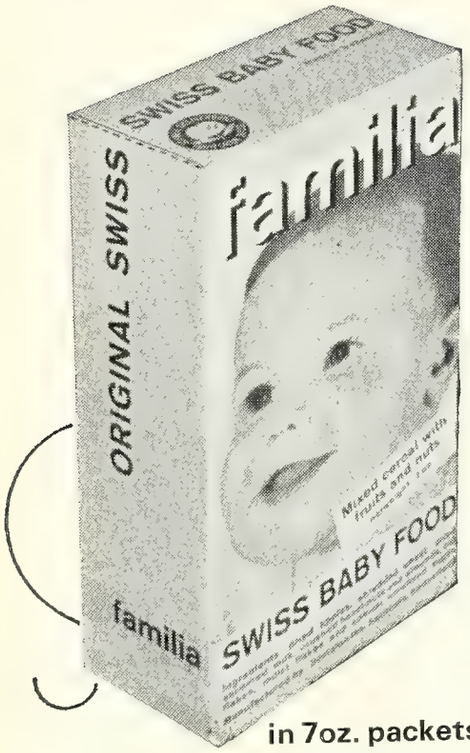

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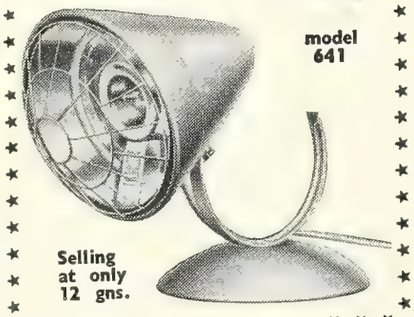

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BARBER Prescription Health Lamp
combined ultra-violet and infra-red
BARBER ELECTRICAL SERVICES LTD.
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HEALTH-MASTER

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FOR ALL CAGE & AVIARY BIRDS

COD-LIVER OIL. Finest medicinal quality. For all birds, but especially for delicate young birds. Suitable also for dogs and all livestock. Per bottle 1/4 and 2/6 retail. The New 1 1 oz. bottle in cartons of 36, 1/- each retail.

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KAL-MIN an essentially mineral and vitamin diet supplement, ensuring perfect formation and growth of the bone structure. A powder which adheres to the seed. Per drum 1/4, 3/9 and 12/- retail.

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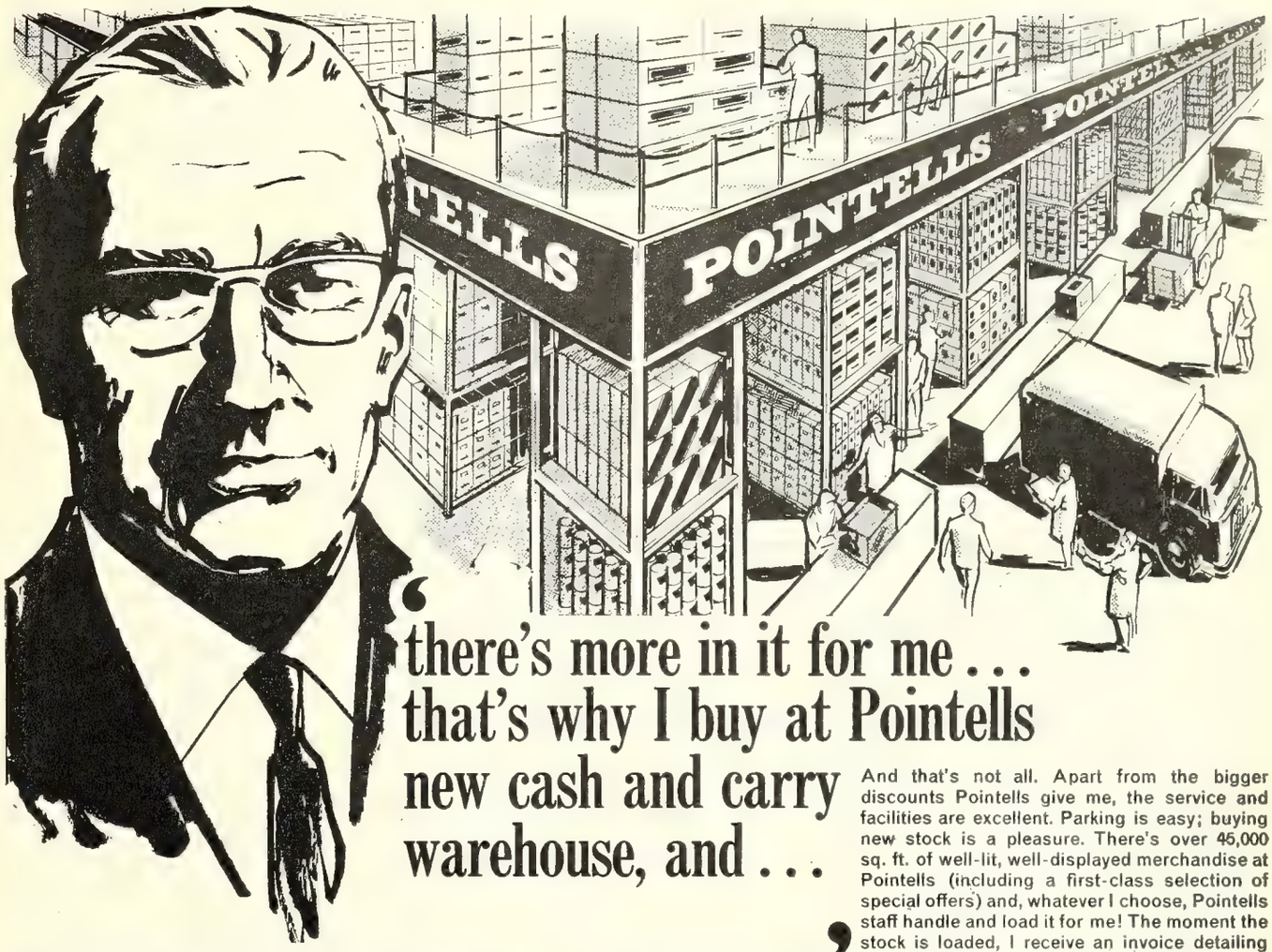

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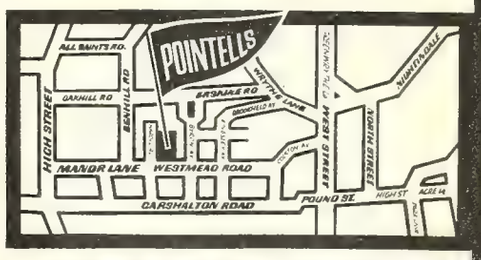

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TABLET DISINTEGRATION TESTER
MARK III

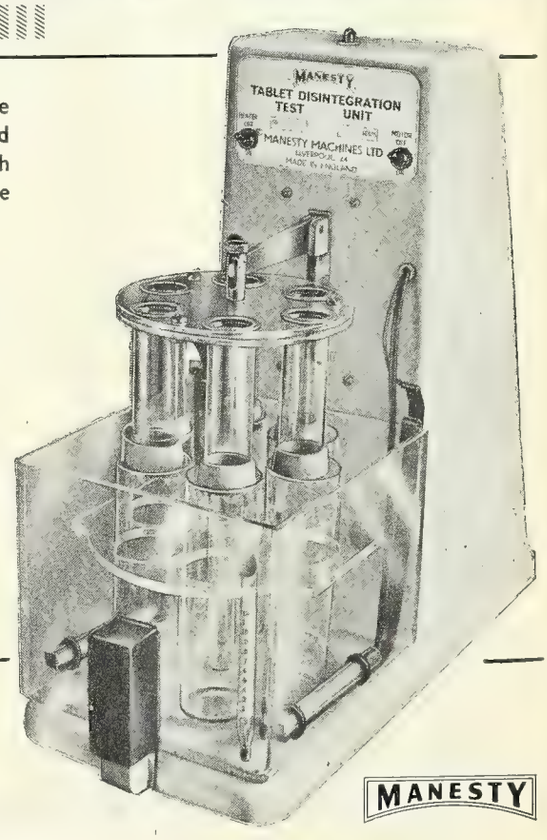
This apparatus has been designed to comply with the essential requirements of the British Pharmacopoeia for testing the disintegration of tablets. The tablets to be tested are placed in six glass tubes, open at the top, having their lower ends fitted with stainless steel mesh. These tubes are fitted to a carrier which is caused to reciprocate vertically by a crank mechanism driven by an electric motor.

The tubes can oscillate in the transparent removable plastic tank or in the glass jars provided in a detachable carrier. When the fixtures and glass jars are used, the water in the tank acts as the heating medium only. Two immersion heaters are provided and the temperature of the liquid is controlled by a thermostat.

As the tank is removable, quick and easy emptying and cleaning is possible.

OTHER FEATURES

Separate switches are provided for the motor and the immersion heaters and a small neon light is fitted to indicate when the supply current is switched on. A thermometer is supplied.



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The addition to the Lastonet range

THAT ONLY YOU CAN SELL!

Spanflex

The cosmetic support stocking that's sold exclusively through Chemists

Here's a cosmetic non-N.H.S. stocking that really does *support.* SPANFLEX not only gives relief to tired aching legs – it's a superbly good-looking stocking as well.

This means an increase in your potential support-stocking market! This means EXTRA customers, EXTRA sales, EXTRA turnover, EXTRA profits.

SPANFLEX stockings are made from LYCRA – the new miracle elastomeric fibre that's so sheer, stretching without effort and snapping back into perfect shape. Lycra ensures greater control with less weight, making it perfect for a very special kind of stocking like SPANFLEX.

Recommend SPANFLEX to all women suffering from tired, aching legs but who nevertheless care about the look of their legs.

HOW WE HELP YOU TO SELL SPANFLEX

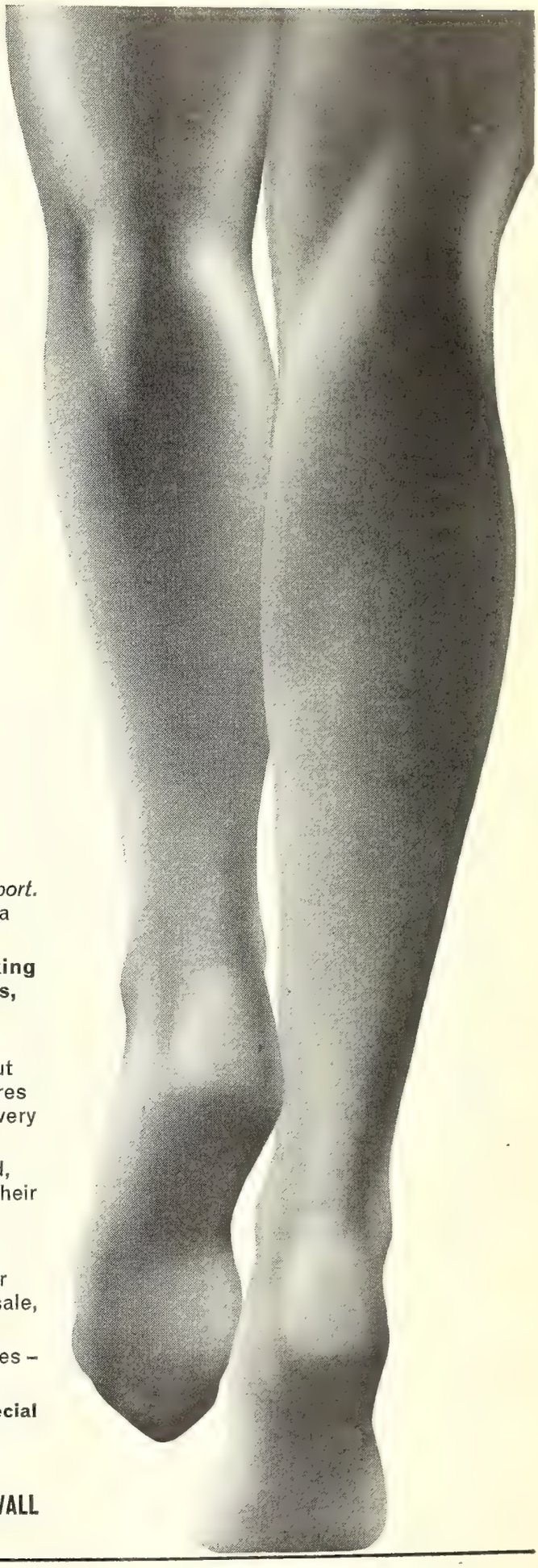
Attractive counter leaflets to tell the Spanflex story to your customers. Plus a space-saving showcard to clinch the sale, and an eye-catching display-outer.

SPANFLEX are available in light or dark shades in three sizes – Small, Medium and Large.

And the price? **22/- to you, 33/- to your customers, with special terms for quantity.**

Put your order in NOW to

LASTONET PRODUCTS LIMITED, DEPT. CD.1. REDRUTH, CORNWALL



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The CHEMIST AND DRUGGIST
CLASSIFIED ADVERTISEMENTS

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APPOINTMENTS — 27/- per ½" s.c. minimum and pro rata. AGENTS — AUCTION SALES — BUSINESSES FOR SALE and WANTED — CLEARANCES and WANTS — CONTRACTS — MISCELLANEOUS — PATENTS — PARTNERSHIPS — PREMISES — PUBLIC and LEGAL NOTICES — SITUATIONS VACANT. Run-on — 4/6 per line (minimum 22/6). Semi-display — 27/- per ½" s.c. minimum. Displayed with border rule, larger type faces and blocks — 72/6 per s.c.i. minimum. Reduced rates for one-third, one-half, and full pages on application. SITUATIONS WANTED — 7/6 per 18 words minimum, then 5d. per word. Use of Box No. — 3/-. Advertisements received by 4 p.m. Tuesday published same week.

PREMISES

NEW SHOPPING CENTRE AT LIPHOOK
CHEMIST TRADE STILL AVAILABLE
NINE OUT OF TWELVE SHOPS TAKEN FOR GROCERY, BUTCHERS, RADIO, FURNISHERS, BARCLAYS BANK LTD., HAIRDRESSERS, ETC.
LARGE UNITS, S/C FLATS. AMPLE PARKING
21-year lease. Rent for 7 years, £750 p.a. excl.
Sole Agents—
Clarke, Gammon & Emerys
45 HIGH STREET, GUILDFORD. Tel.: No. 2266
and at The Square, Liphook
C 1648

BUSINESSES FOR SALE

DRUG STORE and five-roomed flat, Leigh-on-Sea. Main road. Leading cosmetic agencies. Turnover £7,000. Combined rent £175 p.a. Lease, goodwill, fixtures, etc. £3,000 s.a.v. Tel.: Southend 78312. C 1643

BUSINESSES WANTED

DRUG STORE WANTED, immediate spot cash decision, usual commission required. Morley & Co., Whitchurch Lane, Edgware, Shop Specialists, Telephone Edgware 4678/9. C 1656

APPOINTMENTS

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS
Dispensing Assistant

Modern well-equipped department. Whitley Council salary plus London Weighting. Trainee would be considered. Apply to Group Pharmacist. C 6752

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS
Senior Pharmacist

for modern and well equipped department. Pleasant working conditions, Whitley Council salary plus London Weighting. Apply to Chief Pharmacist. C 6768

FINCHLEY MEMORIAL HOSPITAL, GRANVILLE ROAD, LONDON, N.12
Chief Pharmacist (Category I)

required for small acute general Hospital. Whitley Council salary plus London Weighting. Suit married woman.
Apply to Group Pharmacist, 1 Wellhouse Lane, Barnet, Herts. C 6753

GLENSIDE HOSPITAL, STAPLETON, BRISTOL

DISPENSING ASSISTANT

required. Salary according to age, £308 at 18, £467 at 22 or over plus £50 for holders of Certificate of Society of Apothecaries or other approved qualifications. Eventual maximum £615 unqualified, £697 qualified. Improved scales awaited. Higher commencing salary may be payable to experienced applicant. Board residence if required. Applications giving full details and names of two referees should be sent to the Secretary. C 6770

HILL END HOSPITAL, ST. ALBANS, HERTS
Dispensing Assistant

Male or female, full- or part-time required. Whitley Council salary and conditions of service. Hospital is within easy reach of Central London. Single accommodation available, if required. Apply with full particulars and naming two referees to Hospital Secretary. C 758

LONDON CHEST HOSPITAL, E.2
Dispensing Assistant

required. Apothecaries' Hall Certificate preferred. Salary £414 at age 21 rising to £615 per annum (unqualified); £464 per annum at age 21 rising to £697 per annum (with certificate), plus London Weighting. 38-hour week. Alternate Saturdays. Recently modernised pharmacy. Accommodation might be available for single person.
Applications with full details (and two referees) to House Governor. C 6766

LONDON CHEST HOSPITAL, E.2
Pharmacist

(Basic grade) required 1st April, 1966. Salary scale £955 to £1,200 per annum, plus London Weighting plus Higher Qualification allowance (if appropriate). Whitley Council conditions of service. Residence can be arranged if required. Further details from Chief Pharmacist (ADVance 1214).
Applications, in writing, with names of two referees, to the House Governor, London Chest Hospital, E.2. C 6767

MOORFIELDS EYE HOSPITAL
Dispensing Assistant

Applications are invited for the post of Dispensing Assistant. Interesting work in modern well-equipped Department. Hours 8.30 a.m. to 4.30 p.m. Monday to Friday. Saturday 8.30 a.m. to 1 p.m. with alternate Saturday free. Whitley Council salary scale and conditions of service. Applications to the Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 6765

NORTH MIDDLESEX HOSPITAL, EDMONTON, N.18
Senior Pharmacist

required in modern Group Pharmacy. Part-time appointment also considered. Applications stating age, experience and the names of two referees to the Secretary. C 6769

NOTLEY HOSPITAL, BRAINTREE, ESSEX
Dispensing Assistant

Applications are invited for the above post. Permanent and pensionable appointment. Salary and conditions according to Whitley Council scales. Previous hospital experience. Certificate of the Society of Apothecaries, R.A.M.C., R.A.F., or equivalent qualifications taken into account for commencing salary. Interesting post, covering wide sphere of activity. Good residential accommodation available, if required.
Applications giving age, present and previous experience with names and addresses of two referees to Hospital Secretary immediately from whom further details may be obtained. C 6745

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1
Locum Pharmacist

required at this hospital. Salary £24 13s. 6d. per week. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 753

ROYAL FREE HOSPITAL GROUP, NORTH WESTERN HOSPITAL, LAWN ROAD, HAMPSTEAD, N.W.3
Dispensing Assistant

required at the above hospital. Whitley salary scale ranging (for applicants over 21 years of age) from £414 to £615 per annum plus London Weighting and qualification allowance.
Apply, naming two referees, to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 762

ST. ANDREW'S HOSPITAL, DEVONS ROAD, LONDON, E.3
Locum Tenens Chief Pharmacist
for two or three consecutive weeks in either June or September, 1966. Category III Hospital. Apply to Hospital Secretary—telephone EASt 2030. C 6764

ST. LEONARD'S HOSPITAL, NUTTALL STREET, LONDON, N.1
Senior Pharmacist
Applications are invited for the post of Senior Pharmacist. Salary Scale rises to £1,295 p.a. plus London Weighting. Applications to Hospital Secretary. C 6771

ST. MARY ABBOTS HOSPITAL, MARLOES ROAD, KENSINGTON, W.8
Locum Pharmacist
(or permanent) required immediately. Pleasant working conditions in modern department. Hospital conveniently situated near Kensington High Street and Earls Court. Applications to House Governor (enquiries to Chief Pharmacist, WEStern 8201 Ext. 8). C 6756

SITUATIONS VACANT

RETAIL (HOME)

ASHTON-UNDER-LYNE, LANCASHIRE. Manager/Manageress required to take over well-established branch business. Full staff. Apply George Hinchliffe Ltd., 106 King St., Dukinfield, Cheshire. C 761

KINGSTON-ON-THAMES (SURREY). Attractive position available for a male as Under Manager. Applicants must have suitable experience in retail pharmacy and photographic trade. Modern flat available. Good salary, plus other benefits. Apply Box C 1638.

FULL/PART-TIME counter assistants required for busy pharmacy near Elephant and Castle. Good wages and conditions. Telephone Manager, RODney 5155. C 1655

LANGLEY MILL & ALDERCAR CO-OPERATIVE CHEMISTS LIMITED
invite applications for the position of
SUPERINTENDENT CHEMIST
Modern main-street premises. Sales and transfers £40,000 p.a. N.U.C.O. salary and conditions. Assistance with housing if required. Applications to Secretary, Langley Mill & Aldercar Co-operative Chemists, Cromford Road, Langley Mill, Nottingham. C 1620

MANAGER REQUIRED for small private company pharmacy in pleasant market town, commencing March 1966. Three weeks' holiday. Limited clerical work. Position suitable for young pharmacist wishing to gain experience. Apply to the Superintendent Pharmacist, Pynegar, Ltd., 74 Leicester Road, Loughborough, Leics. C 1621

WHOLESALE

EXPERIENCED unqualified lady or gentleman required to take charge of proprietary dept. Contact Mr. Adams, SHO: 3411, or write I. & N. Rabin Ltd (Wholesale), 190 Shoreditch High Street, E.1. C 1625

FAMOUS TOILETRY AND COSMETIC HOUSE requires representative domiciled in S. Warwickshire or Oxfordshire to call on retail chemists. Excellent salary, commission, expenses, Company's car. Write, giving particulars of age, experience and salary required. Also required Junior representative domiciled in Aberdeenshire to call on retail chemists. Thos. Christy & Co., Ltd., North Lane, Aldershot, Hants. C 6755

GENERAL MANAGER
General Manager required by small old-established Middlesex firm of toilet preparation manufacturers. Experience in buying and works management required. Position offers unlimited scope to keen executive capable of developing growth potential of the business. Good basic salary and share in profits. Write giving full particulars to:—
Box C 1557

J. M. LOVERIDGE LTD. require Male Assistant in manufacturing section. Duties mainly production of special formula items, some galenicals. Top rate for active worker with industrial or hospital experience. Modern factory. Five-day week. Apply giving relevant details, 6/8 Millbrook Road, Southampton. C 1628

PERFUMERY COMPOUNDER. Old-established Essential Oil house in West London area require perfumery compounder. Five-day week. Write stating age and experience to Box C 1586.

PHARMACIST REQUIRED to take charge of small Analytical Laboratory, and to supervise production and development of Veterinary Medicines, Feeding Supplements, and specialised Aerosols. Five-day week. 9—5.30. Suitable young man wishing to gain manufacturing experience. London factory. Pension scheme. Apply with particulars to: Box C 1641.

PHARMACIST
to manage control and development laboratories and to be responsible for the production and quality of a wide range of pharmaceutical preparations, tablets and cosmetics. Apply Harker Stagg Limited, Emmott Street, London, E.1. C 6760

PROCESS WORKERS required by manufacturing chemist, £750 per year. Holidays and sick pay. Write or phone Mr. Maynard, Skuse & Co., Ltd., London, N.W.10. LAD. 2201. C 1644

PROGRESSIVE SALESMAN REQUIRED to expand selling capacity of Toilet Manufacturers with promotion prospects, willing to travel. Applicant should reside within easy reach of London. Best references only, state age, salary, and experience. Box C 1647.

TABLET COATER required by Pharmaceutical House in London area. Applicants should have all-round experience. Excellent conditions and pension scheme. Five-day week. Top salary paid to the right man. Apply Box C 6772.

WHOLESALE CHEMISTS have vacancies for: (1) Storekeeper; (2) Telephonist; (3) Typists. Good wages and working conditions. Apply 144 Fortess Road, N.W.5. C 1640

EDUCATIONAL

New Zealand Department of Education
CENTRAL INSTITUTE OF TECHNOLOGY

Head of School of Pharmacy

Applications are invited for the position of Head of the New Zealand School of Pharmacy. Applicants should be suitably qualified and experienced to supervise teaching and ancillary staff and 150 students following a full-time pharmacy course.

The salary is £2,430 per annum plus a substantial special allowance depending on qualifications and experience. A rental house is available and the successful applicant may join the Government Superannuation Scheme.

Payment of fares and expenses for the appointee and family will be made, subject to certain details as set out in "Information for Applicants" which will be supplied on request.

Further details of the position and of the conditions of service may be obtained from:

THE HIGH COMMISSIONER FOR NEW ZEALAND, NEW ZEALAND HOUSE, HAYMARKET, LONDON, S.W.1 **or** THE DIRECTOR OF EDUCATION, PRIVATE BAG, WELLINGTON, NEW ZEALAND.

C 6759

SITUATIONS WANTED

EXPERIENCED Medical Representative with own car requires one sound Ethical to add to a range being promoted to General Practitioners, Consultants, Specialists, Hospitals, etc. Box C 1646.

AGENTS

AGENT WITH 30 YEARS' CONNECTIONS with Wholesale Confectionery trade in the North of England, wishes to contact first class firm interested in opening up this new field. Box C 1619.

AGENTS WANTED for all districts outside West End calling, to carry and sell the nationally advertised French Babyliss electric hair curler. Only 2 samples to carry. Display material available. Commission straight 10%. Phone: Ham. 0546. C 1649

Situations Vacant—Continued

EXPERIENCED FIRST-CLASS REPRESENTATIVE

wanted for an old-established firm of wholesale pharmaceutical distributors in the Midlands. Must have a live connection. Permanency, superannuation and car provided.

Reply in confidence to Box C 1639

LIBRARIAN

For Pharmaceutical Company

This international pharmaceutical manufacturing Company requires the services of a competent and experienced woman as Librarian.

Her duties will principally be the collection, recording and subsequent issuing of medical and marketing information to the Company's doctors and marketing executives.

This appointment will give a great deal of scope for initiative and for a permanent career with a long-established and continually expanding organisation.

A good salary is offered and participation in a non-contributory pension scheme.

Please send full details in confidence, to Personnel Manager, William R. Warner & Co. Ltd., Eastleigh, Nr. Southampton, Hampshire.

C 6762

VITAMINS FROM VITAMINS LTD.

A limited number of vacancies for MEDICAL REPRESENTATIVES exist throughout the United Kingdom. Applicants with previous experience in this field preferred, consideration will be given to other candidates with suitable Medical/Scientific background.

Areas vacant at present include:

1. **London**
2. **Gloucestershire/Wiltshire/Dorset**
3. **S.E. Lancashire**
4. **Worcestershire/Warwickshire**
5. **E. Anglia**

Company car, Contributory Pension/Life Assurance scheme. Training given. Applications in strictest confidence to Assistant Personnel Manager, Vitamins Ltd., 23 Upper Mall, London, W.6. Please quote reference MED/REP and area in which interested.

C 6763

Agents—Continued

AGENTS selling direct to Chemists wishing a further new product apply Sales Manager, giving coverage, types of products carried, etc. Box C 1645.

HAIRDRESSING: Agents with good connection to the ladies' and gents' trade required by sole distributors of an exclusive range of prominent professional hair care products which ensure constant repeats. Apply with full details, Sales Director, Box C 1651.

AGENTS WANTED. All areas, calling Chemists and Hairdressers. Fast-selling range of Cosmetics and Toiletries. Low price—High value. Should make at least £25 per week. 10% commission on sales, paid weekly. Interviews in your town. Reply Box C 1653 giving other lines carried. Bona Fide agents only.

WANTED

ROTARY LIQUID BOTTLE FILLER required in good condition. Clissold 5307. C 1642

WE PURCHASE surplus and redundant stocks of every description especially packing material. Spot cash settlement. Reliance Trading Company, 23-25 Charles Lane, St. John's Wood, London, N.W.8. Tel.: JUNiper 0701. C 599

WANTED: Surplus cameras, enlargers, cine-cameras and projectors, photographic equipment of every description. Surplus and outdated film and paper, large or small quantities. Phone, write or call: Spears (Dept. CD), back Watling Street, Shudehill, Manchester, 4. Telephone BLAckfriars 9432 (5 lines). Bankers: Midland Bank, Ltd. C 613

BUSINESS OPPORTUNITIES

A LIMITED COMPANY formed for £18 complete. Ready-made Companies £20. Express Company Registrations, Ltd. (Dept. 37), 70 Finsbury Pavement, E.C.2. NAT. 5434/5. C 755

LEADING MANUFACTURER introducing latest type of chemists' display shelving, showcases and complete dispensary fittings, seeks shops to act as show installations. Rocano Ltd., St. Paul Street, Bristol, 2. C 759

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8. C 140

TRADE MARKS

THE TRADE MARK No. 782468 consisting of the word ALGISPRAY and registered in respect of Pharmaceutical preparations for spraying purposes, was assigned on 2nd November, 1965, by Castle Laboratories Limited of 77 Castle Street, Hinckley, Leicestershire, to Sidney Swart of 29 Hannam Court, Charles Street, Leicester, *WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH THE MARK WAS THEN IN USE.* C 1654

"BALNEODOR." Trade Mark B639345 for Sale, Class 5, previously used for medicinal bath additive. Offers to Box C 6761.

MISCELLANEOUS

HEALTHCRAFT NATURAL VITAMINS. Brand leaders. Best trade terms. Direct or through your wholesaler. Details from Healthcrafts, The Manor House, Worcester Park, Surrey. DERwent 3877/89. C 722

FOR YOUR COLOURED CUSTOMERS: Reck-Junior Continental Hair Straightening Combs, Curlers, Wigs, Pomades, etc. B. Fairall, Ltd., 204 Cauldwell Hall Road, Ipswich, Suffolk. C 743

COHAR FOR CARPETS. Up to 30% saving, all leading makes, carriage free U.K. Huge saving on Venetian Blinds, Sewing Machines, Typewriters, Parquet Tiles, Furniture, Washing Machines, Refrigerators, Lawn Mowers and Power Tools. Furs 15%, 15% tyres, 12½% boats and outboard motors. Showrooms at London, Leicester, Sheffield, Bradford, Leeds, Hull, Middlesbrough, Manchester, Newcastle, Bristol, Hadleigh (S.), Liverpool, Cardiff, Swansea, Aberdeen, Edinburgh, Cambridge, Plymouth, Birmingham, Preston, Nottingham, Blackpool, Belfast, Huddersfield and Kent. Write—Cohar Distributors, 47 Oswald Street, Glasgow, C.1. Or phone: Glasgow CENtral 8325 and CENtral 5774. Birmingham MIDland 8333. London CHAncery 2345. Manchester CENtral 2321. C 600

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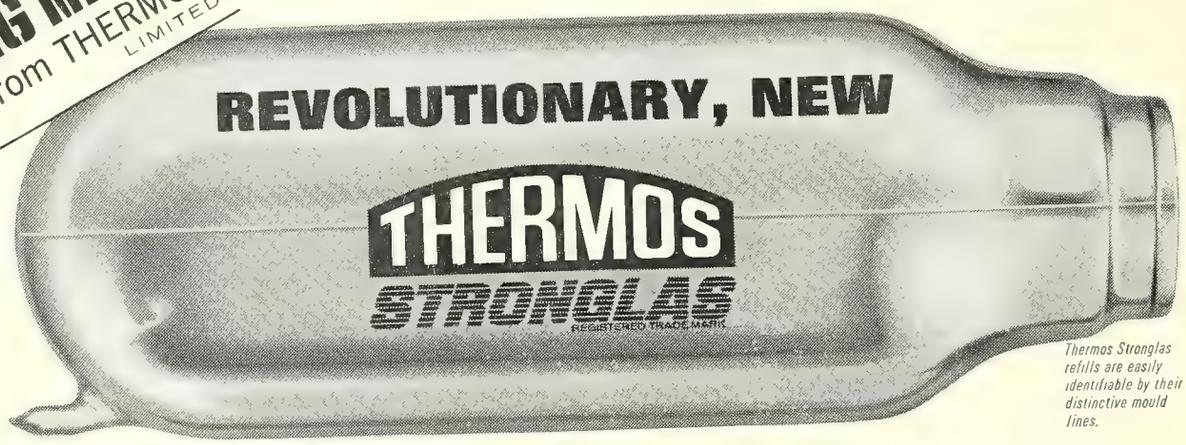
BIG NEWS from THERMOS LIMITED



Thermos Stronglas refills are easily identifiable by their distinctive mould lines.

—makes Thermos Brand the strongest vacuum ware there is!

Now Thermos Brand vacuum ware has refills made of revolutionary new **Thermos Stronglas.** With **Thermos Stronglas** no pre-cooling or pre-heating is necessary; icy or boiling liquids can be poured in as required. It's the strongest glass ever used in vacuum ware. And only Thermos Brand vacuum vessels have it!

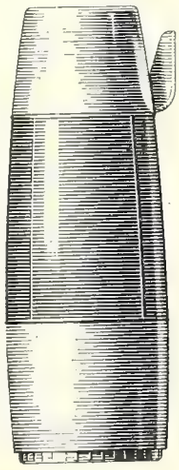
Super strength! **Thermos Stronglas** makes vacuum ware more knock-and-bang-proof, more tumble-proof, and more child-proof. It makes Thermos Brand what good vacuum ware should be—*a good traveller.* (And just think what this means to *you:* far less danger of breakage!)—*And, Thermos Stronglas costs no more!*

NOW WITH THERMOS STRONGLAS

THE NEW '17' RANGE

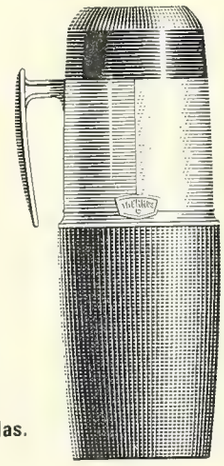
The new Thermos '17' range features an attractive overall pebble design in a choice of four gay contrasting colours—Beech Brown, Poppy Red, Iris Blue and Rush Green. Four practical sizes, each with a built-in cup handle, double sealing screw stopper, and pourer lip.

'21' FLASKS



Now better than ever!—thanks to refills made with super-tough **Thermos Stronglas.**

WIDE MOUTH FLASKS



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Recommended to sell at
8 fluid oz 13/9
15 fluid oz 14/11
30 fluid oz 18/11

AND TO HELP YOU SELL THERMOS BRAND

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—featuring Thermos Stronglas

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DAILY MIRROR · DAILY EXPRESS · DAILY MAIL · SUN
WOMAN · WOMAN'S OWN · WOMAN'S REALM
and in numerous Specialists' magazines

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For sale in bulk to manufacturers of pharmaceutical preparations

OPIUM ALKALOIDS & OTHER NARCOTICS

Apomorphine Hydrochloride
Codeine Alkaloid
Codeine Hydrochloride
Codeine Phosphate
Codeine Sulphate
Diamorphine Alkaloid } U.K. only
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Ethylmorphine Hydrochloride
Extract of Opium
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Morphine Acetate
Morphine Alkaloid
Morphine Hydrochloride
Morphine Sulphate
Morphine Tartrate
Narcotine Alkaloid
Opium Powdered
Oxycodone Hydrochloride
Papaveretum
Papaverine Hydrochloride
Papaverine Sulphate
Pethidine Hydrochloride
Pholcodine
Tincture of Opium

OTHER ALKALOIDS & ACTIVE PRINCIPLES

Atropine Alkaloid
Atropine Hydrochloride
Atropine Methonitrate
Atropine Methylbromide
Atropine Sulphate
Cantharidin
Eserine Alkaloid
Eserine Salicylate
Eserine Sulphate
Homatropine Alkaloid
Homatropine Hydrobromide
Homatropine Hydrochloride
Homatropine Methylbromide
Hyoscine Alkaloid
Hyoscine Hydrobromide
Hyoscine Methylbromide
Hyoscyamine Alkaloid
Hyoscyamine Hydrobromide
Hyoscyamine Hydrochloride
Hyoscyamine Sulphate
Pilocarpine Hydrochloride
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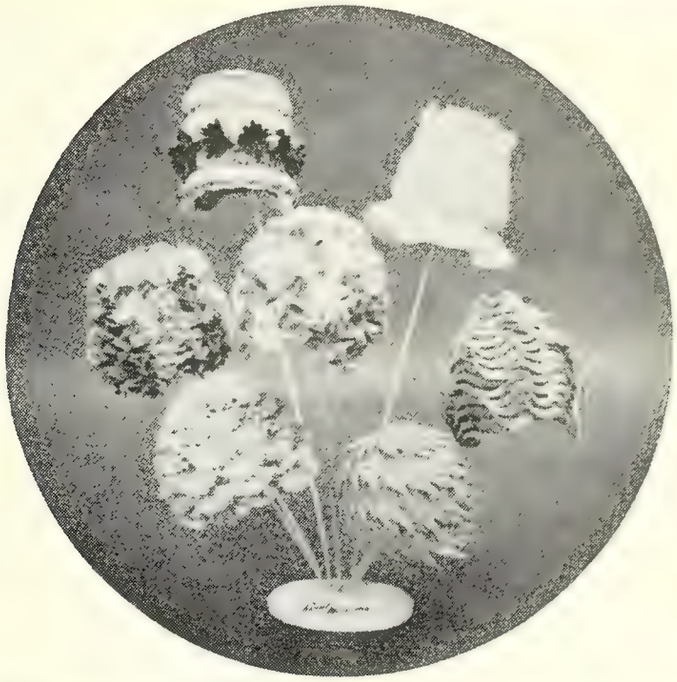
Manufacturers of Fine Chemicals, WHEATFIELD ROAD, EDINBURGH, 11

Please address all enquiries to Macfarlan Smith Ltd., Sales Department,

891—995 GREENFORD ROAD, GREENFORD, MIDDLESEX



POPPY

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First in Fashion Swimcaps for 1966

New designs, new fabrics, new easy-wear base caps, all go to make Britmarine's 1966 range of Fashion Swimcaps the most exciting yet. Attractive Brochure on request.

RICHBOROUGH RUBBER WORKS, SANDWICH, KENT

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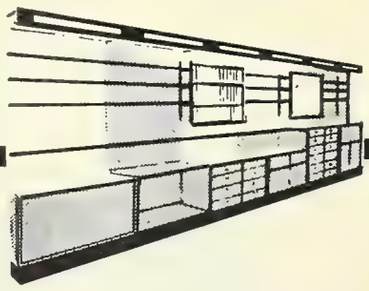
4 Counterpoint is flexible. Units are interchangeable. Guarantees a tailor-made answer to any space problem.
3 Counterpoint means a quicker, easier selection of merchandise for hurry-bound shoppers
2 Counterpoint is economical. Can be easily installed, varied or adjusted.
1 Counterpoint will gladly send one of their specialists to give expert advice on your particular problems as part of the service.
Result? A perfect launch into modernisation.

Visit our Main office and Showroom: 243 Euston Road, London, N.W.1. Showrooms also at James White (Shopfitters) Ltd., Team Valley Trading Estate, Gateshead-on-Tyne 11.



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Please arrange to send your representative ☐
(Tick as required)

NAME .....
ADDRESS .....
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Post to Counterpoint Store Equipment Ltd., 243, Euston Road, London, N.W.1. or (for the North & Scotland) to: James White (Shopfitters) Ltd., Team Valley Trading Estate, Gateshead-on-Tyne 11. C4

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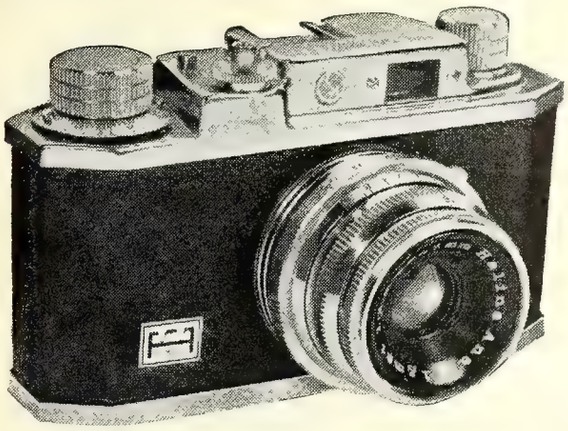
Halina CAMERAS



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- f3.5/45mm hard coated 3 element lens
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- Synchronised for flash
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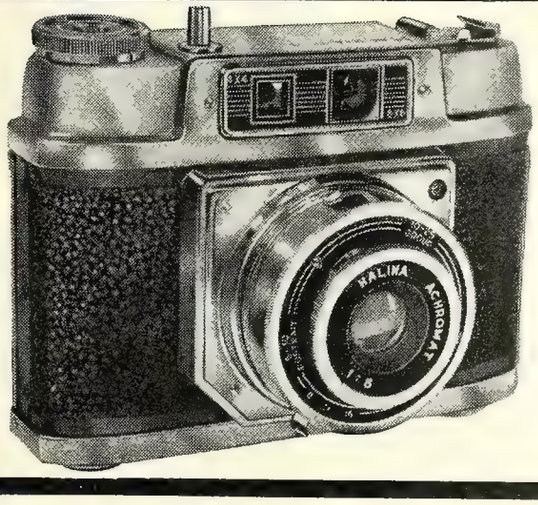
- Coupled film transport and exposure counter
- Aperture setting from f3.5 to f16

£7-13-3 Every Ready Case £1.9.11



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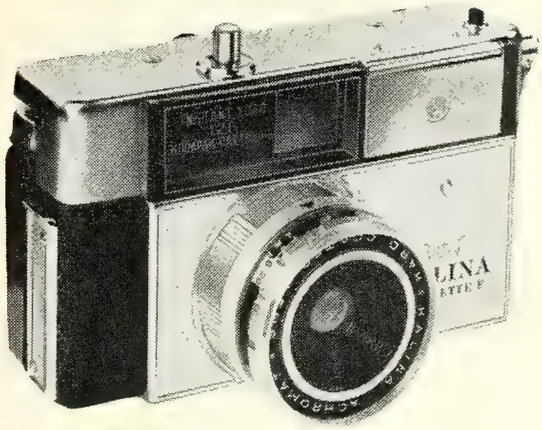
2 CAMERAS IN ONE

- 12 exposures $2\frac{1}{4}'' \times 2\frac{1}{4}''$
- 16 exposures $1\frac{5}{8}'' \times 1\frac{5}{8}''$
- All metal, satin chrome finish
- Achromat lens 1 : 8
- Apertures 8-11-16
- Synchronised for flash

£4-19-6 Every Ready Case £1.9.11



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- Concealed, built-in flashgun
- Direct vision viewfinder
- Halina Achromat hard coated lens
- Three apertures: Dull, Bright, Sunny
- Double exposure prevention

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STABILIZED PURE WHEAT GERM

RECOMMENDED FOR NERVES, HEALTH & ENERGY —FROMENT HAS A LOVELY NUTTY FLAVOUR WHICH EVERYONE ENJOYS.
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AUTOMATIC TWEEZER
Patented action Tweezer that withdraws hairs as it grips them. Painlessly and surely removes even the smallest hair. Length 4". Individually ground oblique points and white plastic body. Supplied in plastic case on single showcard.
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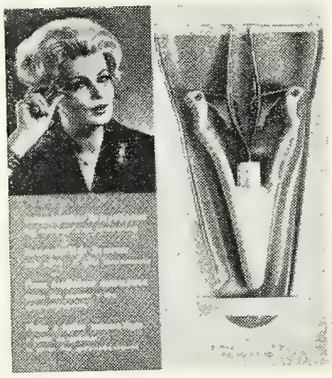

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GENERAL PACKAGING
STRIP PACKING • LIQUID FILLING
TO YOUR REQUIREMENTS
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MEDOPHARMA LTD. MANUFACTURING CHEMISTS, 158-162 TOOTING HIGH ST, LONDON, S.W.17. BAL 2712.

CHEMISTS! A wonderful new line to boost your profits!
Fantastic American
SLUMBER TONE
Lulls fretful babies to sleep!

YES! IT WORKS!
Not a gimmick but a proved success. John May wrote of the Slumber Tone in the *Daily Express* as follows:— "It is a transistorized gadget that seems to have a calming effect on babies . . . An official at the Booth Hall hospital said 'we tried one of these things on a fretful baby. There is no question about it, it worked!'"

RETAILS AT 5 GNS.
GENEROUS DISCOUNT
Full particulars from sole importers:
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Tel.: RAINFORD 2011 (10 lines).
AGENTS WANTED

As featured on Television & in National Press
This new American transistorised device has been described as "the ideal answer to the healthy but fretful home baby." It makes a low humming sound and works for up to 2,500 hours on one tiny battery. It is non-harmful, non-habit-forming, and absolutely safe! Effective with babies up to 6 months old.

INDEX TO ADVERTISERS

Agfa, Ltd. .....Interleaved Edit., 19, 20, 21, 22
Alexander Fraser Leasing, Ltd. .....Interleaved Edit., 18
Allen, Stafford, & Sons, Ltd. 9
Approved Prescription Services, Ltd. Supplement, page 19
Armshaw Bros., Ltd..... 4

Beecham Research Laboratories ... Supplement, page 10
Brandt, R., & Co. (Manufacturing), Ltd. 32
Bristol Laboratories, Ltd. .....Supplement, page 6
Brown, N. C., Ltd. 32
Burrough, James, Ltd. 4
Burroughs Wellcome & Co. .....Price List Sup., page 1

Carter Bros. (Therm-O-Wool) 4
Corre, A., & Son, Ltd. .....Price List Sup., page 11
Counterpoint Equipment, Ltd..... 2
Cox, A. H., & Co., Ltd. 5
Cuxson Gerrard & Co., Ltd. .....Interleaved Edit., 26

Davenport, J. T., Ltd. 32
Dista Products, Ltd.....Supplement, page 20
Dixor, Ltd. 30
Duncan Flockhart & Evans, Ltd.....Supplement, page 5

Foster, Wm. (Rainford), Ltd. 4

Glaxo Laboratories, Ltd. .....Supplement, page 2
Greenhill & Ellis (Optical), Ltd. 14

Haffenden, W. W., Ltd. 1
Heron, John, Ltd. (Froment) 4

International Federation of Olive Oil 28

Jacob, White & Co., Ltd. 32

Kent, G. B., & Sons, Ltd. 7

Laughton & Sons, Ltd. .....Interleaved Edit., 16
Lederle Laboratories, Ltd. .....Supplement, page 13
Lenton Products, Ltd. 14
Leo Laboratories, Ltd. .....Supplement, page 17
Lombard Banking, Ltd.....Interleaved Edit., 15

Macarthys Ltd. .....Front Cover
Macfarlan Smith, Ltd. .....Cover ii
Margolis, Sidney, Ltd. .....Interleaved Edit., 25
Maws Pharmacy Supplies, Ltd. .....Interleaved Edit., 24
Medopharma, Ltd..... 4
Merck Sharp & Dohme, Ltd. 27

Newalls Insulation & Chemical Co., Ltd. 29
Nicholas Products, Ltd. .....Interleaved Edit., 23

Parke, Davis & Co. .....Interleaved Edit., 17
Parke, Davis & Co. .....Supplement, page 14
Philips Electrical, Ltd. 8
Photo Laboratories (London), Ltd. ...Interleaved Edit., 15
Practical Pharmaceuticals, Ltd. 13

Ransom, William, & Sons, Ltd. .....Cover iii
Raywarp Textiles, Ltd. .....Cover iv
Rayette Beauty Products, Ltd. 10, 11
Reckitt & Sons, Ltd. 6

Silber, J. J., Ltd. 3
Smith & Hill (Chemists), Ltd. 30
Squibb, E. R., & Sons, Ltd.....Supplement, page 9
Spring Grove Laundries 12
Steiner (I. & M.), Ltd. 4

Tedson, Thornley & Co., Ltd. 30

Vitamins, Ltd. 12

for your name and your brand

ANTITUSSIVE LINCTUS

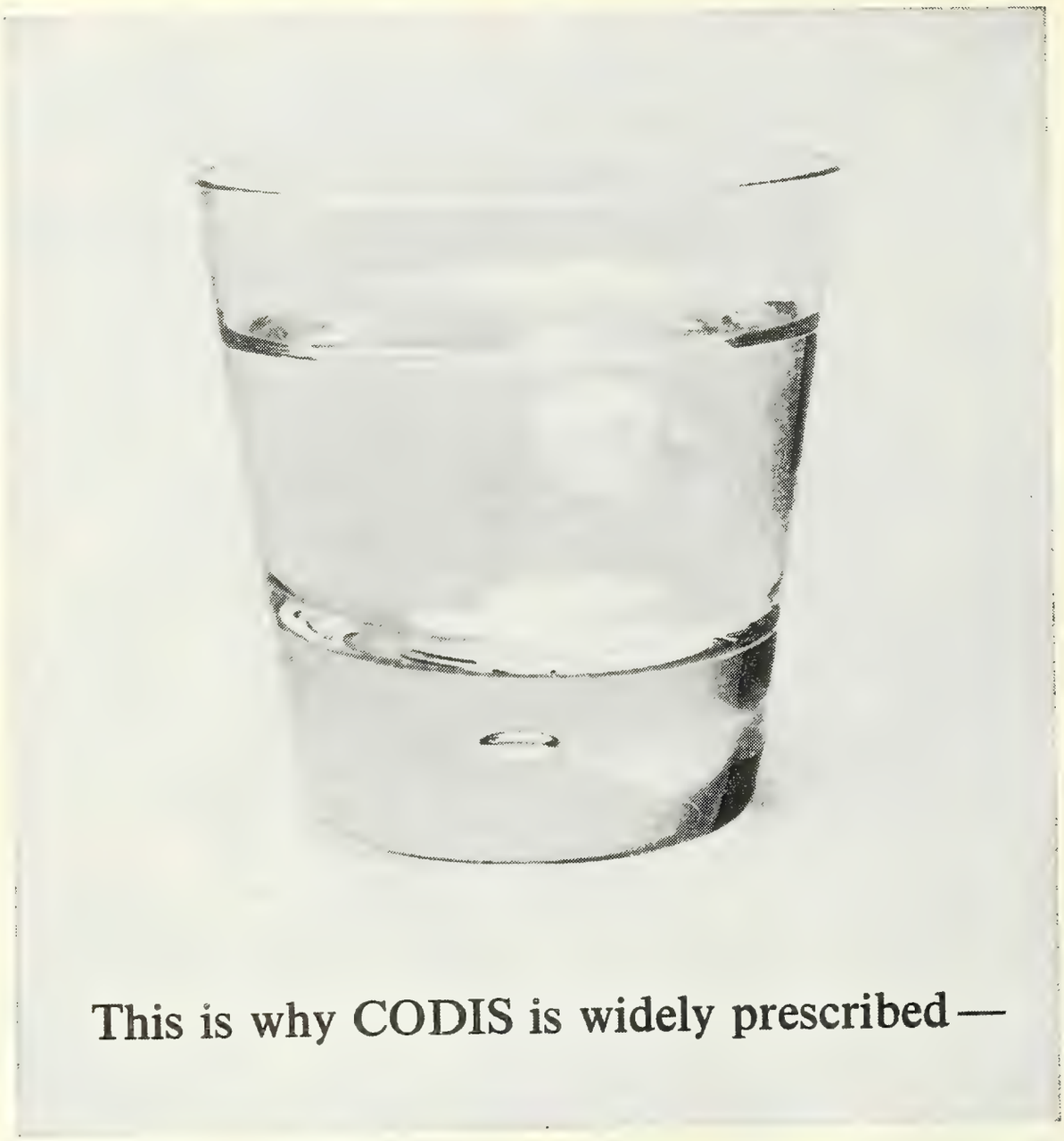
2-oz. bottles, cartoned in seven different designs.

Attractive showcard on request

Trade price :
29/6 per dozen (exempt P.T.)
Quantity discounts

May we send you a sample, terms, suggested retail selling price and our latest illustrated price list of Own Name preparations ?

ARTHUR H. COX & CO. LTD.,
BRIGHTON · ENGLAND



it dissolves in water for quick relief and less risk of gastric irritation

Codis contains soluble aspirin, phenacetin and codeine. The reason why it has won general acceptance is that the aspirin content is soluble and substantially neutral.

Codis therefore acts quickly and is far less likely to irritate the stomach lining.

This is also true of Solprin — neutral soluble aspirin.

Medical opinion today is overwhelmingly in support of soluble aspirin. This is why the chemist so often dispenses Solprin and Codis.

SOLPRIN CODIS

RECKITT & SONS LTD.
PHARMACEUTICAL DEPARTMENT, HULL

BY APPOINTMENT TO HER MAJESTY THE QUEEN BRUSHMAKERS

KENT CHEMISTS' TOOTHBRUSH

BONUS OFFER for 1966

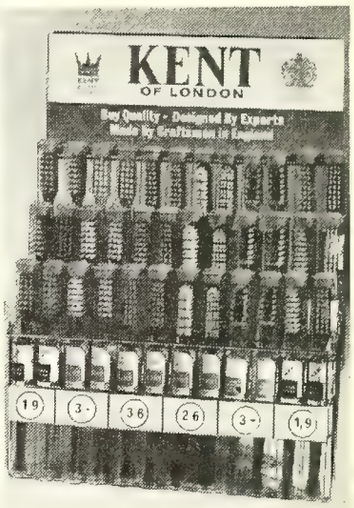
ALL INCLUSIVE PARCELS BRISTLE OR NYLON MIXED

PARCEL QUANTITIES ON BULK TERMS

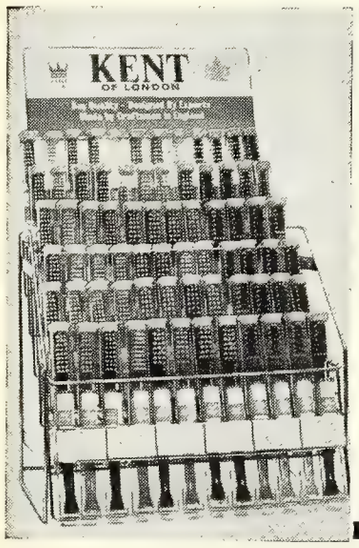
CONTRACT RATES AVAILABLE

FREE DISPENSERS

NOW EVEN HIGHER QUALITY



3 doz. Stand K. 164



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Important to the Pharmacist 95% of Kent toothbrushes are sold direct to the Pharmaceutical Profession. Direct supply means our complete control over our distribution. Supermarkets, cut price stores, grocers all sell toothbrushes — but not Kent Toothbrushes.

STOCK and SELL YOUR TOOTHBRUSH

WORLD'S FINEST BRUSHES ON BEST BONUS TERMS

★ **Premium Bonds** ★ **Free Nylon or Bristle Toothbrushes** ★

Write today

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£1000

'MAGIC MOMENTS' CONTEST

BIG NATIONAL NEWSPAPER CAMPAIGN

means BIG INCREASE IN PHOTOFLUX SALES

Counter display, with leaflet holder

Philips have organized a nation-wide flash photo contest for amateurs, running from 1st Dec. '65 to 28th Feb. '66, with £1,000-worth of exciting prizes. It will be advertised in the Daily Mail, Daily Mirror, Sunday Mirror and other big circulation newspapers. And all *you* have to do to cash in is to stock Philips Photoflux bulbs to meet the demand! You don't even have to supply entry forms to your customers!

It's the Contest YOU can't lose! Since competitors can only qualify for entry by sending in Photoflux packs with their photos, you're bound to sell even more Photoflux bulbs – your flash equipment and film sales and your D & P business are sure to increase too!

Window Bill

Yours for the asking—to help you boost your sales . . .

Make sure you get your share of the profits – stock Philips Photoflux *now*, and take advantage of the sales-getting contest display material available from Philips.

You're on the winner with PHILIPS PHOTOFLUX

PHILIPS ELECTRICAL LIMITED · CENTURY HOUSE · SHAFTESBURY AVENUE · LONDON WC2

(PF7012)

ointments & creams

in bulk..

..and packed for Wholesale distribution

StaffordAllenS ointments and creams are exceptionally fine and smooth. Solid ingredients are added in fine subdivision and very fine milling of the ointment mix is achieved through the most up-to-date mixing and milling equipment.

Our range includes:

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WE ALSO MANUFACTURE TO CUSTOMERS' PRIVATE FORMULAE

StaffordAllenS

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TAS/AL.749

The greatest idea in dressing table accessories for years!

Premium Offers!

All set to send Aqua-Net sales soaring to a new high in the new year!

Irresistible!

Few women will be able to resist this chance of adding elegance to their dressing table or bathroom shelf . . . a genuine Staffordshire Pottery cover for their hair spray in a beautiful traditional design, available *exclusively* with a Large Size Aqua-Net hair spray. Impulse sales will soar, so—stock Aqua-Net *now;* above all, *display* Aqua-Net now to make the most of the brightest idea in premium offers for years!

SPECIAL OFFER BONUSES

Rayette are offering you Aqua-Net Special Offer Cans on special bonus terms, available from now until 28th February, one Large Aqua-Net free with every dozen ordered.

Intensive Advertising support.

The Aqua-Net Coverette is a premium offer your customers are *really* going to know about . . . the advertising is spearheaded by whole-page, special position, *full-colour* advertising, backed up by half-pages in a really *intensive* advertising campaign.

AQUA-NET—WORLD'S LARGEST SELLING HAIR SPRAY

This unique
Aqua-Net
Coverette
18/3 value for only
7/6

An elegant, practical cover for a can of Aqua-Net hair spray

'ERTISING DETAILS
ide back covers in full colour
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MAN'S MIRROR and
W PETTICOAT
orting advertising in:
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UE ROMANCES.
UE STORY
WOMAN'S STORY.
S
OPPING—MORNING
OTS ON COMMERCIAL RADIO

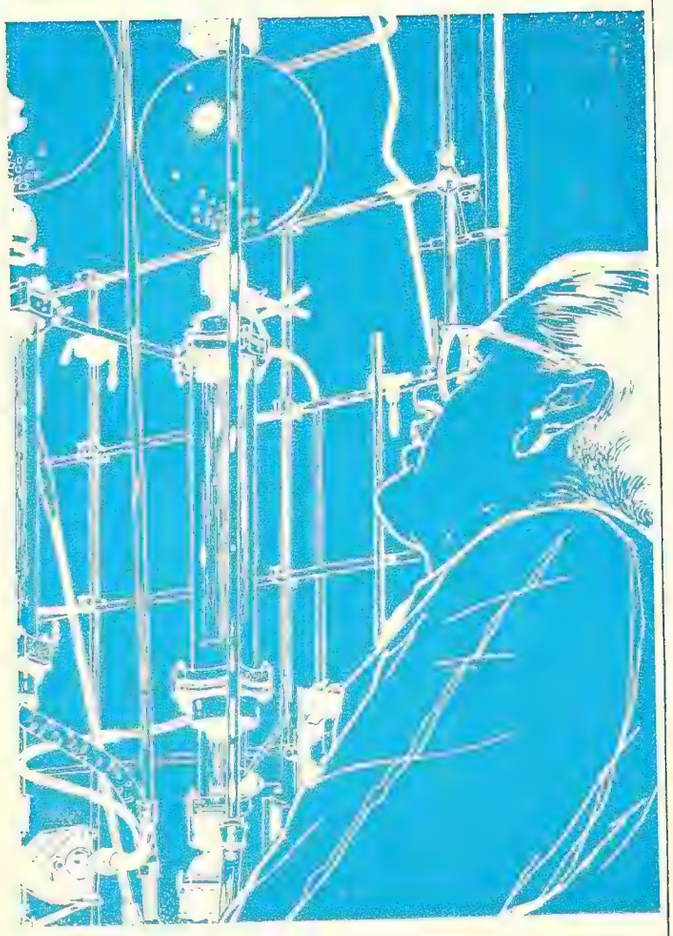
COUNTER DISPLAY UNIT

The only way women can get their Aqua-Net Coverette is through *you*, when they buy an Aqua-Net Special Offer Can. Make sure they know the offer's available through you with the Aqua-Net counter display piece featuring a Coverette and a Large Size Aqua-Net. Full details from your Rayette representative.

DISPLAY *SELLS* AQUA-NET—SO MAKE THE MOST OF YOUR DISPLAY SPACE WHILE THE AQUA-NET COVERETTE PREMIUM OFFER'S OPEN!

QUA-NET by RAYETTE. LONDON HOUSE, BATH ROAD, SLOUGH, BUCKS.

A PROGRAMME OF NON-STOP RESEARCH



Vitamins in bulk from Vitamins Limited

Natural & Synthetic Vitamin A
Vitamin B_1 (Aneurine Hydrochloride B.P.) Plain or coated
Vitamin B_2 (Riboflavine B.P.)
Vitamin B_6 (Pyridoxine Hydrochloride B.P.C./U.S.P.)
Vitamin B_{12} (Cyanocobalamin B.P.)
dl. Calcium Pantothenate U.S.P. & Feed Grade
d-Calcium Pantothenate Feed Grade
Vitamin C (Ascorbic Acid B.P.) Plain or coated
Vitamin D_2 (Calciferol B.P./U.S.P.)
Vitamin D_2 (Oily Concentrate)
Vitamin D_2 (Dry Powder 200,000 i.u./GRAM)
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(d-Alpha Tocopheryl Acetate)
(Feed Grade)
(d-Alpha Tocopheryl Acid Succinate)
(Mixed Tocopherols)
Folic Acid B.P./U.S.P.
Inositol
Nicotinic Acid B.P. & Feed Grade
Nicotinamide B.P.
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Bulk Sales Division,
Vitamins Limited (Dept.)
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Telegrams: Vitamins, London, Telex.

All right-do it yourself then!

Buy your staff's work garments. Deliver them to the laundry and *pay* for repairing, cleaning, sterilising and pressing them. And buy more when they wear out. But on the other hand you could pay a low weekly hire charge to Spring Grove and they'd supply you with garments of the type you choose. Repair, clean, sterilise and replace them FREE! *And* do the same with your washroom towels, saving you a great deal of bother. But of course it's up to you. If you're not interested . . .

Now wait a minute! Who said I wasn't interested? If you can *prove* your point, then you've got a new customer. So don't just stand there—convince me!

Name .....

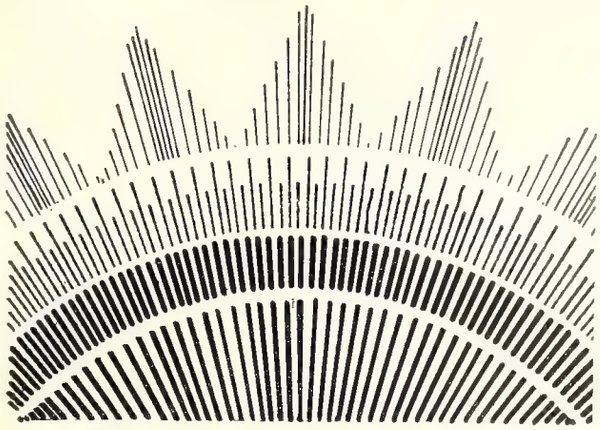
Company .....

Address .....

CD 266

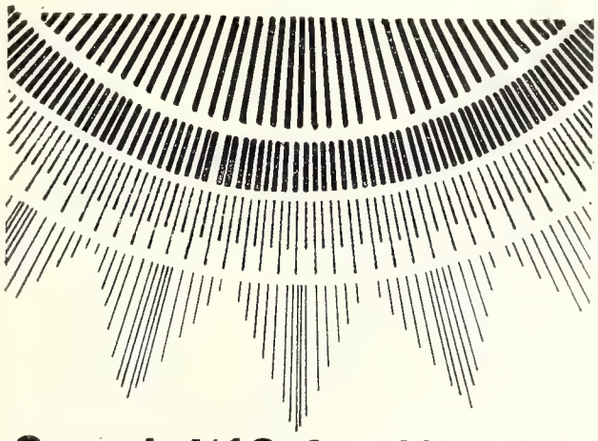
SPRING GROVE LAUNDRIES LIMITED

SPRING GROVE SERVICES
Head Office, Spring Grove Rd.,
Isleworth, Middlesex.
Telephone ISLeworth 8081
Branches throughout the country



Hermesetas

Spring Bonus



Special '12-for-11' offer

on fast-selling Hermesetas—the Swiss Sweetener with no after-taste.
From now until March 31st a bonus of 12 invoiced as 11 is offered on one order of Hermesetas 200's, 300's & 24 c.c. sizes.

For your customers there is a special Hermesetas promotion: £1000 "5 Swiss Holidays for Two" competition. Ask your representative for a supply of colourful leaflets and display Hermesetas prominently now.

Bigger advertising. Hermesetas advertising allocation is bigger than ever this year! Punchy, eye-catching ads. in the powerful National papers & Women's Magazines. For complete details of the Bonus ask your Hermesetas representative, Wholesaler, or write to:
PRACTICAL PHARMACEUTICALS LTD.,
50 Jesmond Road, Newcastle-upon-Tyne, 2

THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 February 12, 1966 No. 4487

CONTENTS

Antibiotics in Veterinary Medicine ... 158
An Unusual Find at Winchester 161
Leading Articles:
Voting for a Plan or Voting Blind ? ... 155
Antibiotics Revolution 155
O.K. for Sweetness 156
Letting in the Light on Companies ... 156
Mental Health 148
More Details on Flashcubes 152
Motions for Branch Representatives ... 148
"Open Shop" 160
Penicillin Proves its Worth 157
Pharmaceutical Society of Great Britain:
Council Meeting 159
Topical Reflections 147

INSET: 25 YEARS OF ANTIBIOTICS. Professor Chain Writes, 1. Penicillin's Mode of Action, 4. Penicillin—Still a Major Drug of Choice, 11. Other Antibiotics Emerge, 12. Pharmaceutical Aspects of Antibiotics, 16.

Business Changes 150
Coming Events 165
Company News 149
Contemporary Themes ... 166
Correspondence 153
Deaths 150
In Parliament 149
Marriages 150
New Companies 166
New Products 151
N.H.S. Statistics 150
Patents 164
Prescribers' Press 166
Print and Publicity ... 165
Trade Marks 164
Trade Notes 151
Trade Report 162
Wills 165

Index to Advertisers, p. 5. Classified Advertisements, p. 36.

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Telephone: Central 6565

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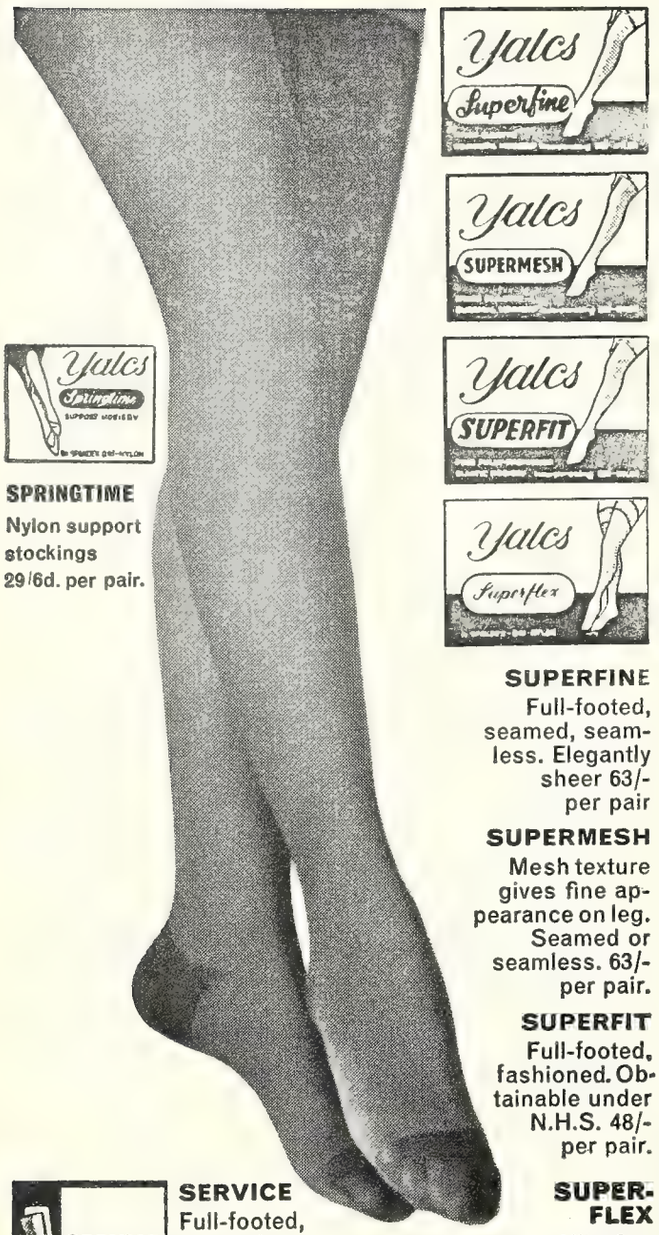
LEEDS, 16: 32 Wynford Rise, West Park. *Phone:* Leeds 67 8438.

ANNUAL SUBSCRIPTION
which includes The Chemist and Druggist Diary and Year Book, £4 5s. Single copies 1s. 3d. each (postage 8d.).



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Nylon support stockings 29/6d. per pair.

SUPERFINE
Full-footed, seamed, seamless. Elegantly sheer 63/- per pair

SUPERMESH
Mesh texture gives fine appearance on leg. Seamed or seamless. 63/- per pair.

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Full-footed, fashioned. Obtainable under N.H.S. 48/- per pair.

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Ultrafine stockings in Spandex Bri-Nylon. 63/- per pair

SERVICE
Full-footed, seamed or seamless or open-toe. Obtainable under N.H.S. 48/- per pair.

Yalcs Nylon Elastic Hosiery is easy to sell!

Because there is a wide range of styles and foot-sizes, and because they are all in true two-way stretch yarn, Yalcs Nylon Elastic Hosiery is really easy to sell.

All leading chemists require surgical hose that is second-to-none in quality, nationally advertised and backed by superlative service. That is why they specify Yalcs.

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TEL: LANgham 1071/2

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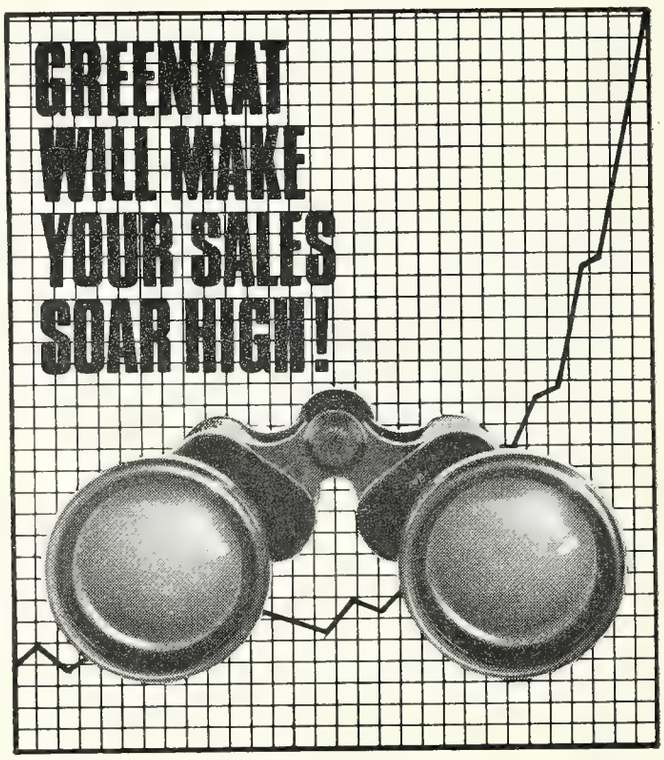
TEL: DUBLIN 56628/9
GRAMS: REXALL, DUBLIN.

Yalcs

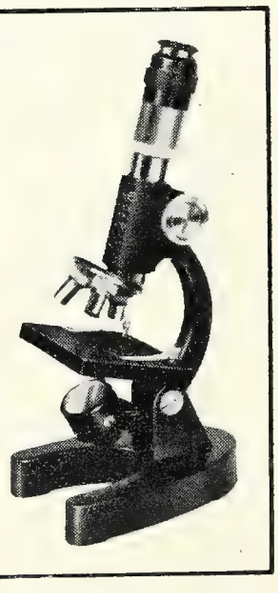
LENTON PRODUCTS LTD. Grove Road Lenton Nottingham.



Sales can rise when you offer high quality goods at really competitive prices. Sales of Greenkat binoculars and optical equipment have beaten all records this year and judging by the repeat orders we have received, many retailers must be anticipating even greater successes for 1966. Greenkat are backing your sales with extended advertising in the photographic, boating and shooting press and glossy magazines.

GREENKAT TEN
7x35. Wide angle glasses with a 10° panoramic field of view *Illustrated above.* £16. 16. 0.

GREENKAT MICROSCOPES for all purposes range from £3 to over £150. The model at the right SMU 879, is a Students instrument retailing at £8 10. 0. complete with accessories.



GREENKAT

Our catalogue is packed with our full range of binoculars, terrestrial and astronomical telescopes, rifle sights, magnifying glasses and photo accessories.

HIGH QUALITY OPTICS

Write for fully detailed newly printed 1966 Catalogue today or phone us at MONarch 2942.

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RENT AND RATES · CAR REPAIRS
HOME NURSING AND CONVALESCENCE
SEASON TICKETS

. . . JUST A FEW OF THE FINANCIAL PROBLEMS WITH WHICH A LOMBARD BANK LOAN CAN HELP YOU

Sums of up to £1,000 can be made available through a Lombard Bank Loan to Retail Chemists — repayable monthly over an agreed period. All arrangements, of course, are in the *strictest confidence*. Write now for full details to the Manager, Personal Loans Dept. (DC).

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LIMITED

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COLOUR-BLACK & WHITE PROCESSING & PRINTING

Daily collection and delivery LONDON* AND HOME COUNTIES†

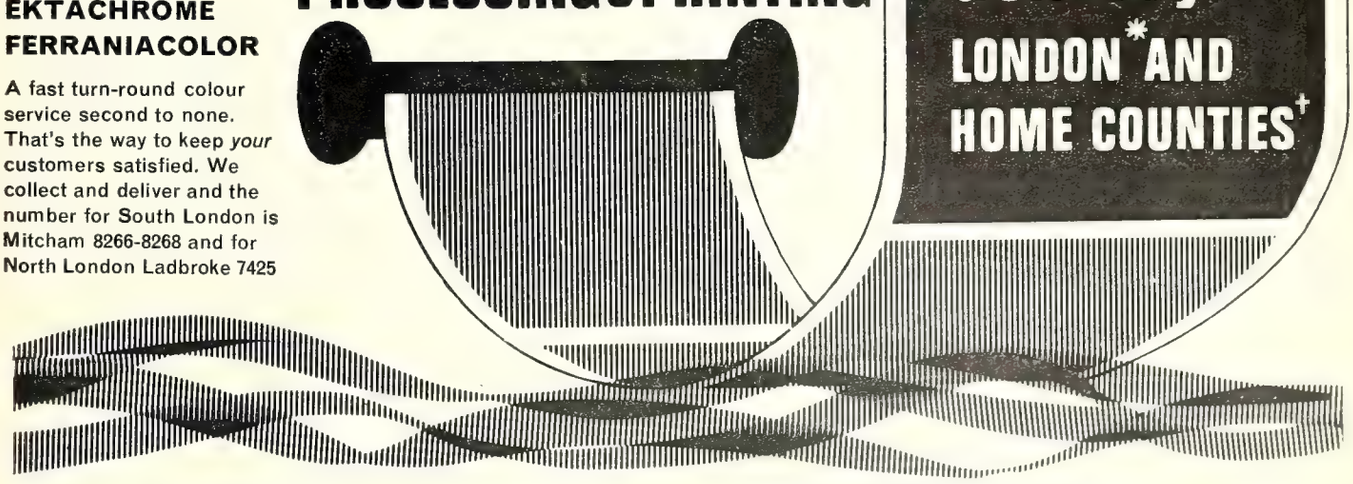


Photo Laboratories (LONDON) LIMITED

†**South London** (Head Office)
Tramway Path, London Road, Mitcham.
***North London**
Tay Building, 2 Wrentham Avenue, London, N.W.10

Stratton combs

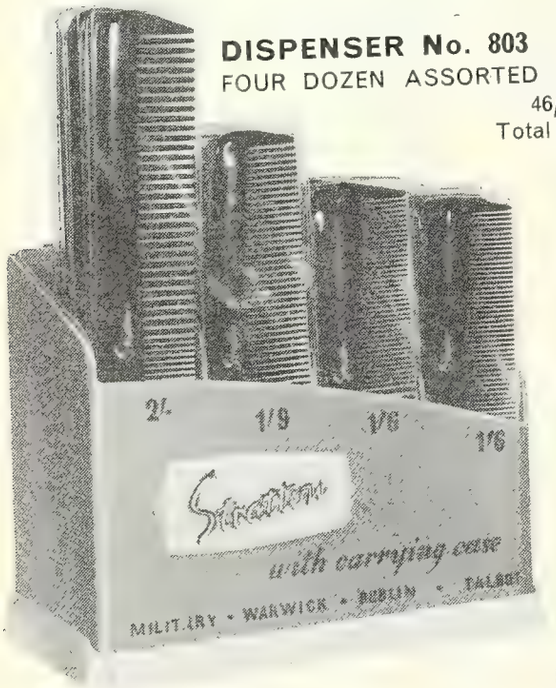
Combs to suit everyone, attractively and conveniently displayed in these compact and stylish dispensers.

Each comb individually packed in transparent pocket case and clearly priced for the convenience of you and your customers.

Contact your wholesaler now for full details of these top selling lines.

DISPENSER No. 800
SIX DOZ. ASSORTED TWIN TONE COMBS
81/11 excluding P.T.
Total resale value: 143/3

DISPENSER No. 803
FOUR DOZEN ASSORTED BLACK COMBS
46/3 excluding P.T.,
Total resale value: 81/-



DISPENSER No. 802
FOUR DOZ. ASSORTED TWIN TONE COMBS
53/3 excluding P.T.,
Total resale value: 93/-

Attractive full colour leaflet available on request.

Designed and manufactured by

LAUGHTON

LAUGHTON & SONS LIMITED, WARSTOCK ROAD, BIRMINGHAM 14

100th ANNIVERSARY BETTER MEDICINES FOR A BETTER WORLD

At home... at work...

Benylin Expectorant* is the ethical preparation of choice for the control of cough, and for rapid relief of nasal and bronchial congestion. Benylets* provide all the advantages of Benylin in an-easy-to-carry lozenge form. Recommend both Benylin and Benylets. Continuous treatment at home and work provides quicker relief of symptoms.

Retail Prices: Benylin Expectorant 4 fl. oz. 4/1 inc. P.T.
Benylets (24 lozenges) 2/9 inc. P.T.
Remember both Benylin and Benylets are quick moving products available only through Chemists. *Trade Mark

Benylin & Benylets

PARKE-DAVIS HOUNSLOW · LONDON · TELEPHONE: HOUNSLOW 2361

O-1263

LEASING MAKES SENSE!

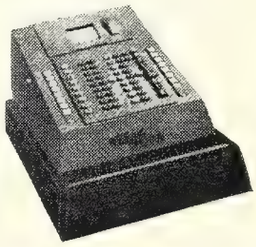
for example

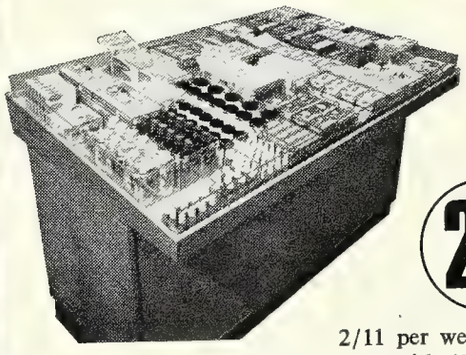
9d

Typical runs of free-standing shelving with canopy and lighting. 18 in. x 9 in. wood shelves, a 12 in. glass-lined shelf and three 9 in. glass shelves, all fully adjustable, pegboard backing panels, all for 9d. per week nett per foot run.

A high-speed, compact, electric cash register, easy to use and giving department breakdown. 7/6 per week nett.

7/6



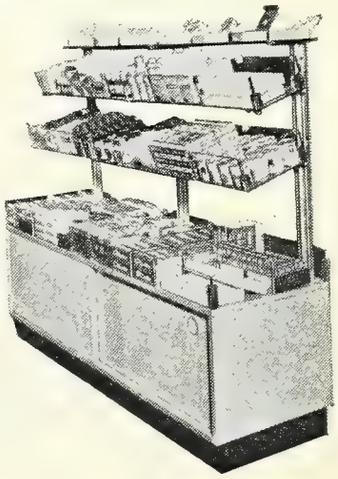


2/11

2/11 per week nett.
An effective 5 ft. sloping counter with 40 adjustable glass bins, set on a solid base with rear storage.

2/11

2/11 per week nett.
A compact 5 ft. binned display unit, complete with storage and eye-catching glass binned display shelves.



All the equipment and fittings you require to operate or modernise your business WITHOUT CAPITAL OUTLAY - not even a deposit.

Leasing frees your cash for further expansion and gives you full tax allowances.

Alexander Fraser Leasing will design and supply a complete installation or a single unit on a pay as you profit basis.

Leasing makes pounds, shillings and SENSE.

WHY BUY–LEASING COSTS LESS! FOR TODAYS NEEDS, TOMORROWS PLANS – CONTACT

ALEXANDER FRASER LEASING LTD

To ALEXANDER FRASER LEASING LTD.,
175 OXFORD ROAD, MANCHESTER 13
Tel.: Ardwick 5619

Please send me details of (tick where applicable)

Counters ☐ Cash Registers ☐
Shelving ☐ Binned Display units ☐
Complete Shop Conversions ☐

NAME .....

ADDRESS .....

.....

Telephone .....

CD/1/27

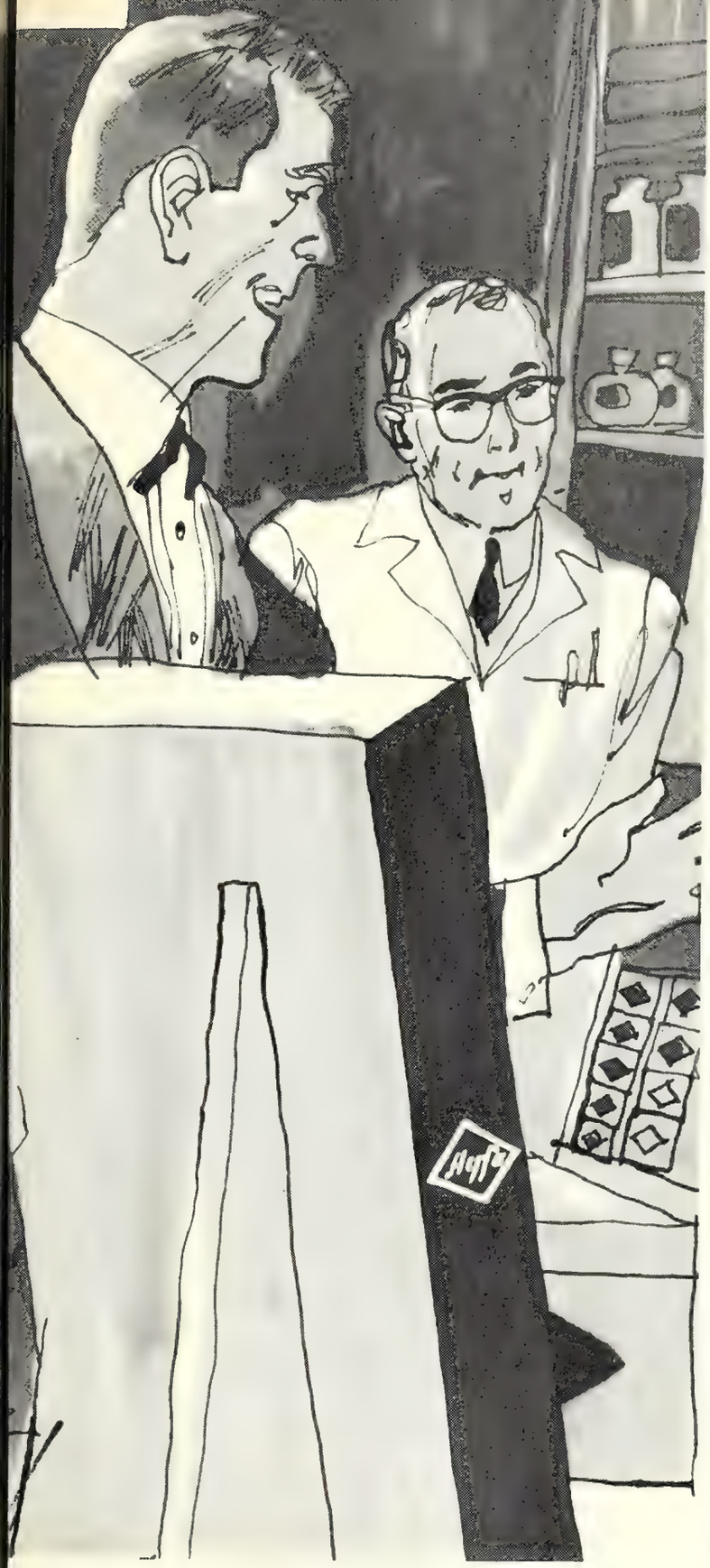
We're coming in...

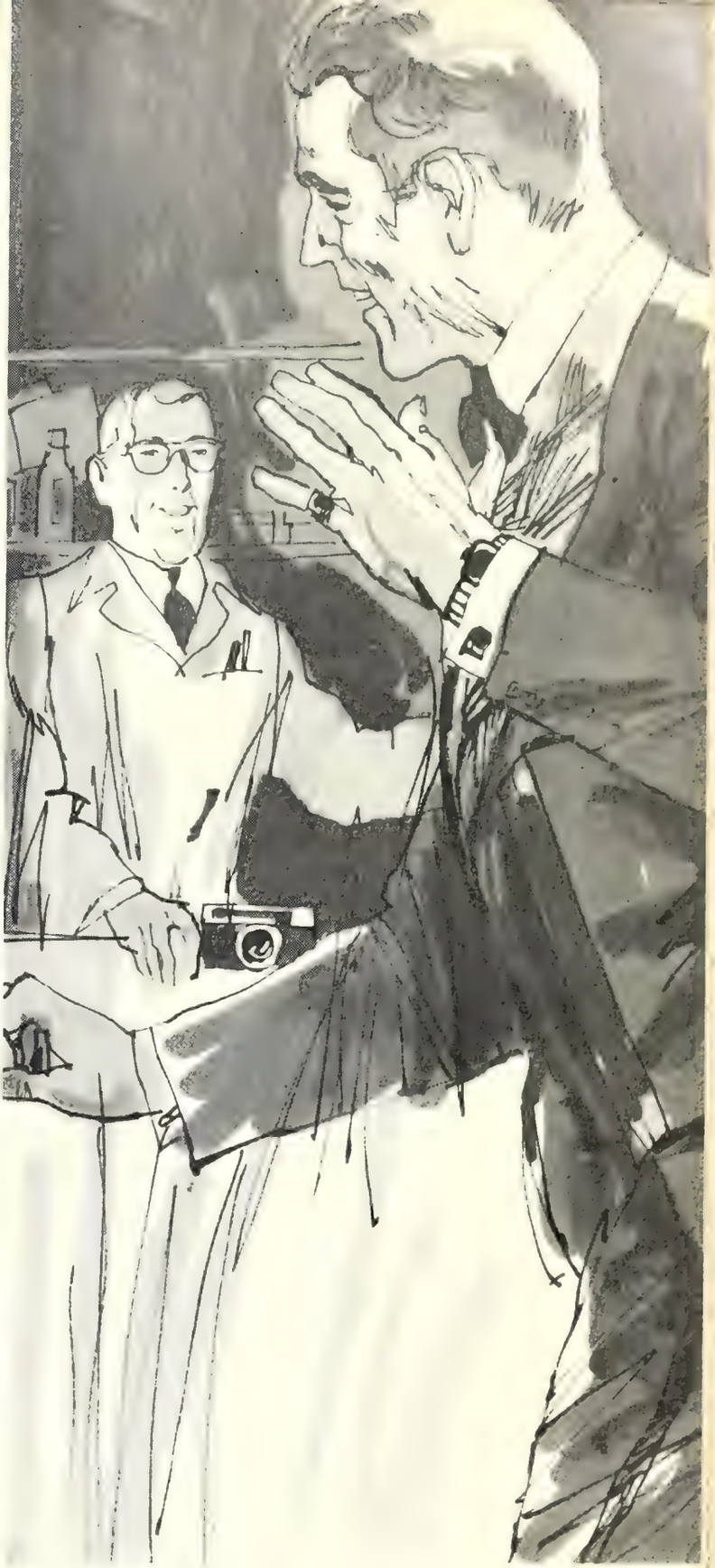
Agfa Special Agents

will be dropped at pre-arranged points and then make contact at strategic selling centres–chemists and photographic shops throughout the country.

Their assignment:

to deliver vital information about sensational profits to be made from Agfa Universal film, Agfa Rapid cameras and other Agfa products.





Operation Agfa

too, will be revealed; a massive spring and summer advertising drive on TV and in the National Press–using every weapon at our disposal.

Give your orders

to the Agfa Special Agent who contacts you. He'll make sure they are swiftly carried out. An Agfa Special Agent always delivers the goods!

At this very moment Agfa Special Agents are receiving their final instructions

AGFA GEVAERT

Agfa®

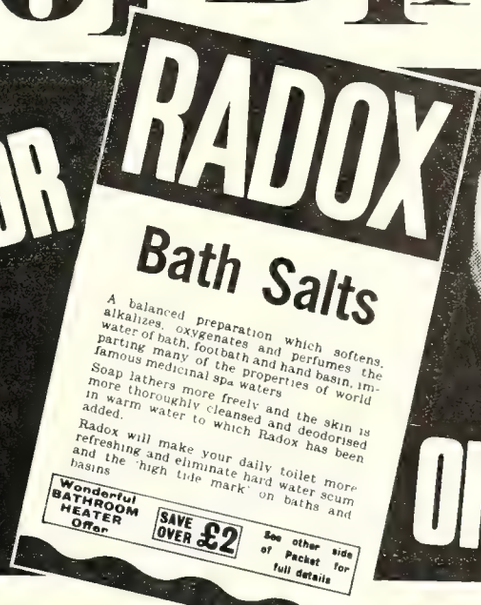
trusted throughout the photographic world

Agfa Limited · 27 Regent Street · London S.W.1

play Dealer BINGO©!

WITH

OR

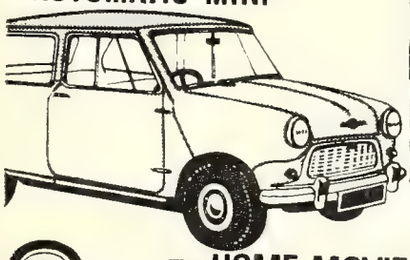


OR

OVER 1000 PRIZES WORTH MORE THAN £5000

1st JACKPOT PRIZES

AUTOMATIC MINI

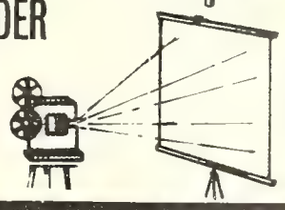


2nd

FERGUSON RADIOGRAM TAPE RECORDER

3rd

HOME MOVIE KIT
8mm CAMERA/PROJECTOR
SCREEN & STAND

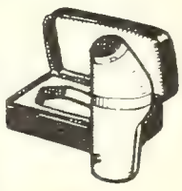


HERE'S HOW TO WIN!!

Simply collect a Bingo Card leaflet with every case of 'Dealer Bingo' Radox or Lifeguard or Dip you buy—plus the bonus starter leaflet mailed to you. Complete a bingo card following the simple instructions on the leaflet. To qualify for a prize, post your completed entry to:—Dealer Bingo Promotions© — H. D. Gordon Advertising Ltd., 24 St. George's Road, Wimbledon, London, S.W.19.

PLUS!

Over 250 MILWARD Cordless Electric Shavers worth over £6 each.



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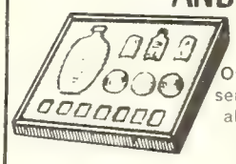


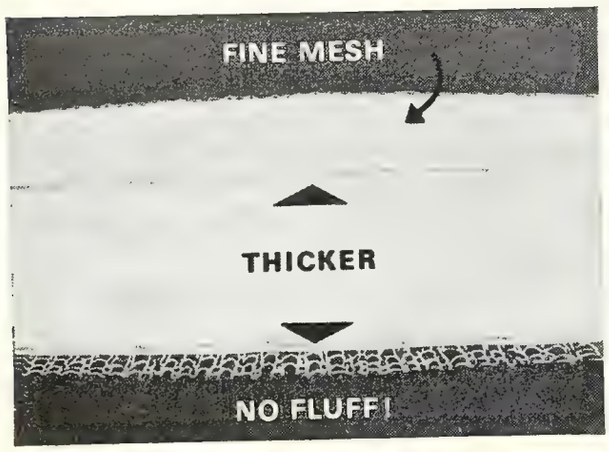
Over 250 Ladies' presentation Cosmetic Sets also worth over £6 each.

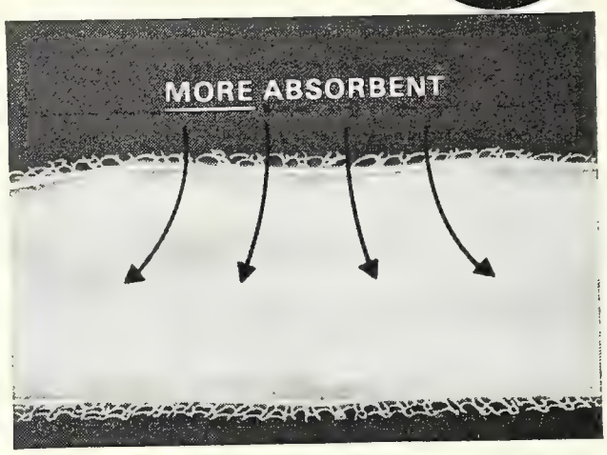
Plus — 500 BOX BINGO SETS for the children.

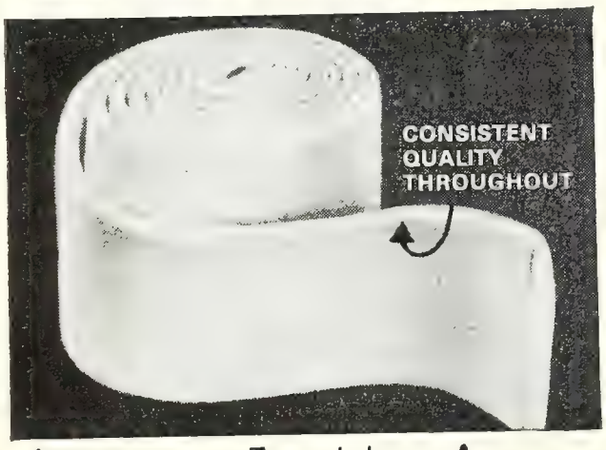
NICHOLAS N PRODUCTS, Bath Road, Slough, Bucks.

THIS IS A TRADE ONLY PROMOTION

NOW! a new Nappi Roll from Maws







4 ways better!

An entirely new kind of Nappi Roll from Maws. Thanks to a revolutionary new machine, specially imported from abroad, Maws new Nappi Roll is four ways better!

Thicker. Maws new Nappi Roll has extra padding to make it softer, more comfortable and of course . . .

More absorbent. At the same time, it's more soluble—no trouble to flush away. The texture's different, too. Only Maws Nappi Roll has 'give' in the downy padding. So soft and springy, it doesn't chafe baby's tender skin. The pad is covered by fine net—that helps prevent fluff and sticking. *And* it's easy to cut!

Consistent quality all the way through! Every nappy will have the same even thickness and quality.

More economical. Up to 18 nappies from a 1/10d. 12 foot roll.

AND—FOR YOU—THE CHEMIST, 5 WAYS BETTER! The price is down to only 1/10d. to make the Maws new Nappi Roll *really competitive*.

REMEMBER MAWS CHEMIST-ONLY POLICY! Only you have the chance. An attractive showcard is available to help you display and sell Maws new Nappi Roll.

MOTHERS WILL KNOW ALL ABOUT MAWS NEW NAPPI ROLL All the popular baby publications will carry advertisements for Nappi Roll starting mid-March.

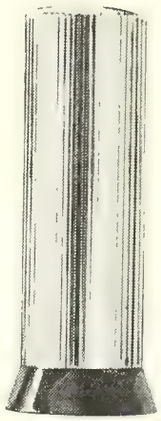
ORDER STOCKS TODAY. Maws new Nappi Roll is packed in cases of 2 dozen only. It can be included for best terms in the overall Maws Nursery Products rate.

MAWS PHARMACY SUPPLIES LIMITED · ALDERSGATE HOUSE · BARNET · HERTS

TANGEE GOES TO TOWN

straight from America all over Great Britain

THE TREND IS TO TANGEE—the most famous name in the World of Beauty Aids. A massive Woman's Realm premium launch campaign was seen by millions of women up and down the country; made innumerable women turn to Tangee: formed new Tangee habits and renewed old ones. Make sure you have good stocks to cash in on this new and steady repeat demand for the wonderful 1966 Tangee range:



TANGEE LIPSTICKS

smooth, creamy, each in an elegant, gilt, swivel container. Available in 9 exciting Modern-in-Mood shades, tested and proved-success-stories in the States — a major breakthrough in modern lipstick appeal. And such value: retailing at only 2/9.

TANGEE COMPACTS

In an exquisite new tortoiseshell-style Compact — there's nothing like it on the market at anywhere near this price! Finely blended solid compressed powder in a choice of seven superb shades; soft foam pads, easily washed and quickly dried.
A complete Tangee beauty treatment that is quick, simple, gives perfect grooming in a few seconds. And top Tangee value, too: The unique Tangee compact retailing at only 4/6 (Refills 3/6).

The most habit-forming beauty preparations in the business.

Order NOW and order PLENTY from your usual Wholesaler or direct from the Sole Distributors in the U.K.,
SIDNEY MARGOLIS LTD., Margo House, Hemp Row, London, S.E.17.
Telephone RODney 7461 (Pr. Br. Exch.).
For Luft Tangee, Long Island City, New York, U.S.A.

Tangee

THE MOST FAMOUS NAME IN THE WORLD OF BEAUTY AIDS

A BRAND LEADER RESERVED EXCLUSIVELY FOR CHEMISTS!

ARE YOU GIVING IT THE SUPPORT YOU SHOULD?

Are you displaying Carnations regularly on your counter? Do you always offer Carnations for Corns? Reasons why you should are shown below. Who else can claim to give all this support? Market research has shown Carnations are outstanding in their field, and this year our advertising is being extended again. Support your supporters !

NOTE THE SUPPORT WE GIVE YOU!

1. SALES RESTRICTED TO CHEMISTS ONLY. **2.** FREE DISPLAY MATERIAL.
3. NATIONAL ADVERTISING — PRESS AND TELEVISION. **4.** GENEROUS TERMS

CARNATION
CORN CAPS & CALLOUS CAPS

CORN CAPS
Trade: **144/-** gross + **36/-** P.T. Retail: **1/9** packet. Generous quantity bonus.

CALLOUS CAPS
Trade: **13/-** dozen + **3/3** P.T. Retail: **2/-** packet. Group bonus terms.

CUXSON, GERRARD & CO. LTD., OLDBURY, BIRMINGHAM
Tel : BROadwell 1355 (5 lines)

TYROZETS REGD **for minor mouth and throat infections**

the leader of the field

'Tyrozets', the most popular ethical throat lozenges, attract continued support from chemists because they:

- move quickly
- offer a good return on outlay
- constitute a 'Chemists Only' line

'Tyrozets' lozenges, containing 1 mg tyrothricin and 5 mg benzocaine, are in vials of 12, packed in counter display boxes of 12 vials.

MSD Merck Sharp & Dohme Limited, Hoddesdon, Hertfordshire
Telephone: Hoddesdon 4511

91,873,000 = total readership of all media for Olive Oil

OLIVE OIL advertising in 1966!

The upward trend of Olive Oil sales in Great Britain will be maintained during 1966 by frequent I.O.O.C. advertising in all mass-circulation daily and Sunday national class newspapers. As in previous years, an I.O.O.C. Cookery Demonstration exhibit will be at the Daily Mail Ideal Home Exhibition in March, and intensive press relations and lecture programmes have been planned. A survey carried out last year gave proof of greater *habitual* use of Pure Olive Oil in British homes. Be prepared for a steadily increasing demand for Olive Oil during 1966.

I.O.O.C.—AGAIN EXHIBITING AT THE IDEAL HOME EXHIBITION—STAND No. 427

This seal constitutes an international guarantee of purity of Olive Oil

THIS SPACE RESERVED

M-S

. . . for instant information on Magnesium Chemicals

Technical data sheets on the properties and uses of Washington Magnesium Chemicals will be a valuable asset to your active files. Ready-to-hand data just when you want it-worth making space for? SEND FOR A SET TODAY

WASHINGTON CHEMICALS

NEWALLS
Insulation & Chemical Co. Ltd.

CHEMICALS DIVISION, WASHINGTON, CO. DURHAM, ENGLAND. Telephone: Washington 3333. Grams: NEWCHEM, Washington. Telex: 53431 NEWCHEM WSHNGTN. Area Offices at London and Manchester. Agents throughout the world. *A TURNER & NEWALL COMPANY*

IN IVORY, NATURAL, OCHRE, PEACH, SUNGOLD, APRICOT AND RACHEL

Plastic Jars
Trade 34/- doz.
Retail 5/- each

Tubes No. 2
Trade 11/5
Retail 1/8

No. 3
18/7 doz.
2/10 each

Velouty
de DIXOR
POWDER CREAM

Constantly advertised in Women's Magazines

NATURAL PEACH & IVORY ONLY

Special LARGE TUBE

NO. 4 SIZE
Trade 36/8 doz.
Retail 5/6 each

DIXOR LTD. ST. LEONARD'S RD MORTLAKE. S.W.14

stock Andy

sleeping gloves

- LIGHTWEIGHT ■ COMFORTABLE
- WILL NOT SLIP OFF
- EASILY WASHED

Specially manufactured for people with skin complaints who use skin creams at night — or women who use hand lotions at night. Lotions and creams stay on the hands and the bed linen is protected.

write for more details to...

TEDSON, THORNLEY & CO. LIMITED

ROCHDALE · LANCASHIRE

SMITH & HILL SERVICE is second to none

for all ETHICALS

SMITH & HILL (CHEMISTS) LIMITED
MATILDA STREET SHEFFIELD 1. TELEPHONE 28383 (5 lines)

79a URBAN RD.
HEXTHORPE
DONCASTER
Tel. 65261-3.

37 SURREY STREET
DERBY
Tel. 40526.

CARDINAL WORKS
CARDINAL STREET
NOTTINGHAM
Tel. 54347-8.

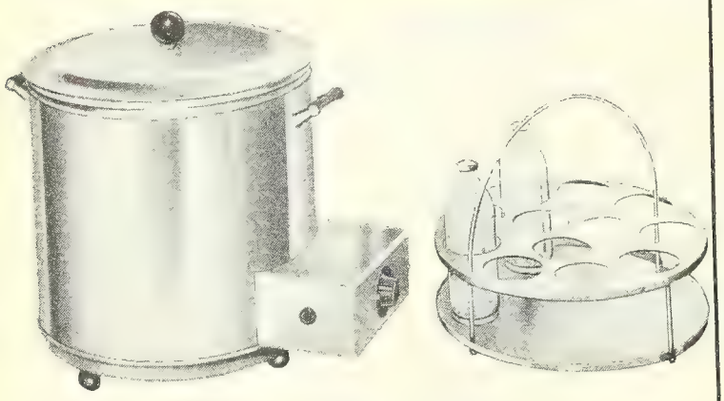
PST! ATTENTION GETTERS

Star line-up of strong-selling Phillips, Scott & Turner products. With a newcomer that's already proved its worth—Sparkling Spring. PST products make good sales. Many are Brand Leaders. All are backed by consistent advertising. To retailers they offer big profit margins, special display and convenient 'parcel' terms.

PSTOCK UP!

THE PHILLIPS, SCOTT & TURNER COMPANY, ST. MARK'S HILL, SURBITON, SURREY

A STERILIZER FOR BABIES BOTTLES



A sterilizer especially designed for the sterilization of babies bottles, or by adjustment of the thermostat provided, for the warming of prepared milk feeds.

For full details:-

JACOB, WHITE & CO. LTD.,
324 Upper Street, London, N.1
Telephone: CANonbury 3233/4

fiona

EYELASHES DE-LUXE

- SELF-ADHESIVE •
- SHAPED & TRIMMED •
- PERMANENT CURL •
- SIMPLE TO FIX •
- SECURE IN WEAR •

12/6 (recommended retail price)

Refills of Self-Adhesive or Normal Adhesive **1/3** each

Order from your Wholesalers or in case of difficulty from:

R. BRANDT & CO. (Mfg.) LTD.
Ribra House • 16 Dalston Gardens • Stanmore • Middx
Telephone: DRYden 0088/89

DANGEROUS DRUGS ACT 1964

Dr. J. Collis Browne's CHLORODYNE

Can still be sold over the counter under the supervision of a Pharmaceutical Chemist at a registered pharmacy without prescription.

Invoices are liable to inspection and must be retained for two years.

Sole Proprietors—
J. T. DAVENPORT LTD.
Union Street, London, S.E.1
FOR OVER 100 YEARS

P.A.T.A.

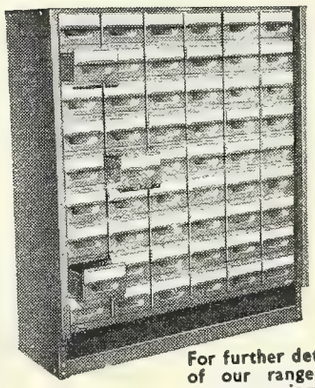
A PLACE FOR EVERYTHING AND EVERYTHING IN IT'S PLACE

Efficient storage is essential in every industry. The vital importance of the ability of being able to select immediately any commodity from stock. To aid the chemist and druggist we suggest the

POPULAR 54a DRAWER UNIT

Overall size 42" high x 35" wide x 12" deep, 54 drawers complete with one divider, white card and transparent protective shield per drawer.

£18 0 0



For further details of our range of storage equipment in steel or a free catalogue contact

N.C.BROWN LIMITED

EAGLE STEELWORKS, HEYWOOD, LANCS.
Telephone: 69018
LONDON: 5/6 STAPLE INN, LONDON, W.C.1
Telephone: HOLborn 5223

FOR YOUR 'C & D' LIBRARY

NOW READY !

Pocket Sized Handbook

THE FITTING OF TRUSSES and ELASTIC HOSIERY

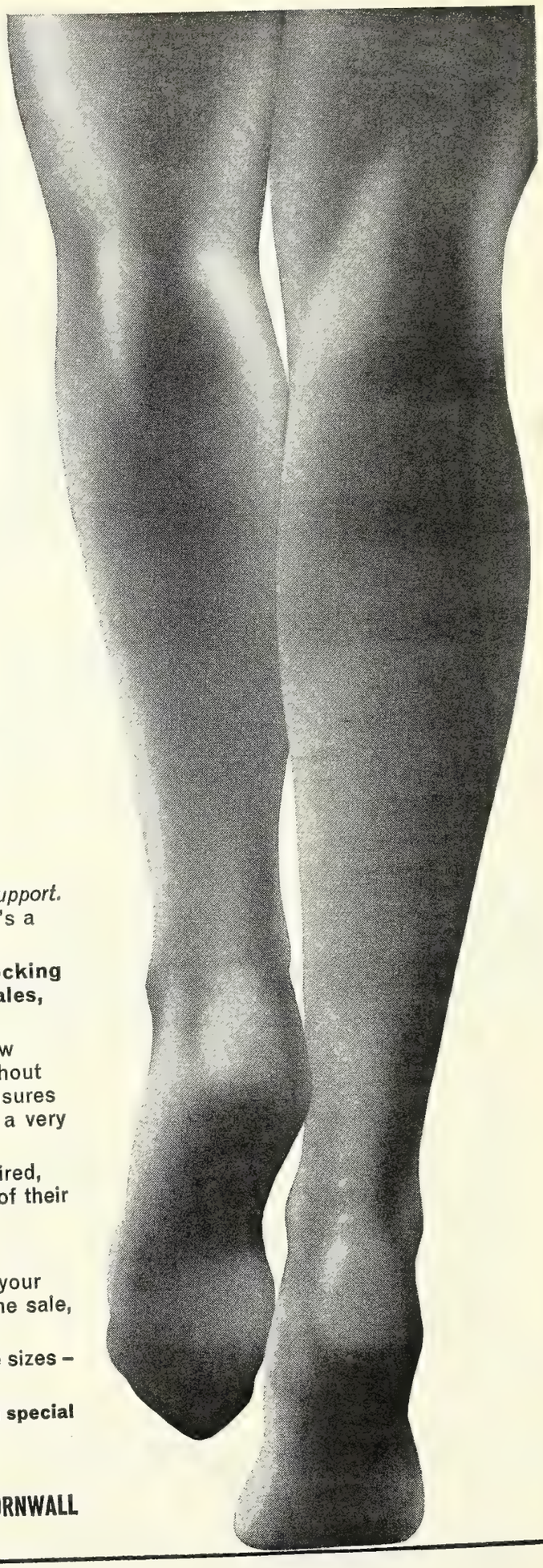
with information on the supply of appliances permitted on EC10 prescriptions under the National Health Service

Third edition published January 1965
by J. A. L. Shelmerdine, F.I.B.S.T.

Published by

The CHEMIST AND DRUGGIST
28 ESSEX STREET, STRAND, LONDON, W.C.2

Price 6s. 6d.
plus 6d. postage



The addition to the Lastonet range

THAT ONLY YOU CAN SELL!

Spanflex

The cosmetic support stocking that's sold exclusively through Chemists

Here's a cosmetic non-N.H.S. stocking that really does *support.* SPANFLEX not only gives relief to tired aching legs – it's a superbly good-looking stocking as well.

This means an increase in your potential support-stocking market! This means EXTRA customers, EXTRA sales, EXTRA turnover, EXTRA profits.

SPANFLEX stockings are made from LYCRA – the new miracle elastomeric fibre that's so sheer, stretching without effort and snapping back into perfect shape. Lycra ensures greater control with less weight, making it perfect for a very special kind of stocking like SPANFLEX.

Recommend SPANFLEX to all women suffering from tired, aching legs but who nevertheless care about the look of their legs.

HOW WE HELP YOU TO SELL SPANFLEX

Attractive counter leaflets to tell the Spanflex story to your customers. Plus a space-saving showcard to clinch the sale, and an eye-catching display-outer.

SPANFLEX are available in light or dark shades in three sizes – Small, Medium and Large.

***And the price?* 22/- to you, 33/- to your customers, with special terms for quantity.**

Put your order in NOW to

LASTONET PRODUCTS LIMITED, DEPT. CD.1. REDRUTH, CORNWALL

On guard against winter

Four products available only from chemists

Seven Seas New Hermetic Cod Liver Oil: The natural oil that builds health naturally. Available in bottle or capsule form. The new hermetic process makes it pleasant to take. So why not recommend Seven Seas Cod Liver Oil the new tasty way?

Seven Seas Mixable Mint Flavour Cod Liver Oil: Mixes easily with fruit juice or milk–gives the cool tang of mint.

Seven Seas Multivitamin Orange Syrup: Concentrated orange juice, energy packed cod liver oil rich in polyunsaturates with vitamins A, B_6, C, D & E. The perfect tonic.

Seven Seas

British Cod Liver Oils (Hull and Grimsby) Ltd., Marfleet, Hull, Yorkshire

Leaflets and booklets for distribution to customers on the Seven Seas range of products and a selection of counter display material are available from the Company on request.

The CHEMIST AND DRUGGIST
CLASSIFIED ADVERTISEMENTS

Address Box Number Replies to: THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2. Tel.: CENTRAL 6565
This service does not extend to the forwarding of samples.

APPOINTMENTS — 27/- per ½" s.c. minimum and pro rata. AGENTS — AUCTION SALES — BUSINESSES FOR SALE and WANTED — CLEARANCES and WANTS — CONTRACTS — MISCELLANEOUS — PATENTS — PARTNERSHIPS — PREMISES — PUBLIC and LEGAL NOTICES — SITUATIONS VACANT. Run-on — 4/6 per line (minimum 22/6). Semi-display — 27/- per ½" s.c. minimum. Displayed with border rule, larger type faces and blocks — 72/6 per s.c.i. minimum. Reduced rates for one-third, one-half, and full pages on application. SITUATIONS WANTED — 7/6 per 18 words minimum, then 5d. per word. Use of Box No. — 3/-. Advertisements received by 4 p.m. Tuesday published same week.

PREMISES

SHOP TO LET, ample living accommodation, 119 Springbank Road, S.E.13. Near Hither Green Station. Large Parade—No Competition. Telephone HIT 5352. C 1665

BUSINESSES FOR SALE

DRUG STORE LOCK-UP
in excellent trading position, £4,500 spent on renovations. Turnover £10,000 per annum. Low rent. Price £3,000.
Good businesses in other areas.
Apply: **Morley & Co.,**
Whitchurch Lane, Edgware, Middx.
Shop Specialists. Tel.: Edgware 4678/9
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APPOINTMENTS

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS
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Modern well-equipped department. Whitley Council salary plus London Weighting. School-leaver accepted for training. Apply to Group Pharmacist. C 6782

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS
Senior Pharmacist
for modern and well equipped department. Pleasant working conditions, Whitley Council salary plus London Weighting. Apply to Chief Pharmacist. C 6768

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS
Post-graduate Pharmaceutical Student
required. Modern well-equipped department. Pleasant working conditions. Whitley Council salary. Apply to Chief Pharmacist. C 6783

BEXLEY HOSPITAL, DARTFORD HEATH, BEXLEY, KENT
Chief Pharmacist
Applications are invited for the above post (Category III) which will become vacant due to the retirement of the present holder. (Date will depend on availability of successor.) Whitley Council conditions, salary scale £1,280 x £45 (2) x £50 (2) x £55 (2) x £60 to £1,700 per annum, plus special weighting at present £75 per annum. Four weeks' annual leave.
This busy, progressive psychiatric hospital is situated in pleasant surroundings 14 miles from Charing Cross and within easy reach of the Kent Coast and countryside.
Applications with full details and names and addresses of two referees to the Group Secretary by Wednesday, February 23, 1966. C 6784

CENTRAL GROUP H.M.C. (BETHNAL GREEN HOSPITAL), CAMBRIDGE HEATH ROAD, LONDON, E.2
Senior Pharmacist
required for modern department in acute general hospital (300 beds). Situated within few minutes of Central Line Underground. Residential accommodation available if required. Salary scale £1,040—£1,295 plus London Weighting. Applications with details of qualifications and experience to Hospital Secretary. C 757

CHARING CROSS GROUP OF HOSPITALS, FULHAM HOSPITAL, ST. DUNSTAN'S ROAD, W.6
Senior Pharmacist
required at the above Teaching Hospital. Salary £1,040 p.a. rising to £1,295 p.a. plus London Weighting. New developments at the hospital include a Sterile Ward for the treatment of Chorionepithelioma and Kidney Dialysis Unit and a Premature Baby Unit. Applications, stating age, qualifications, experience and names of two referees to the Hospital Secretary. Further information phone Chief Pharmacist, RIV. 9161, Ext.: 5. C 6776

CRUMPSALL HOSPITAL, MANCHESTER, 8
Senior Pharmacist
required at this General Hospital. Work will include Quality Control. Detailed applications with names of 3 referees to Hospital Administrator. (Ref. 2372). C 6778

DARTFORD HOSPITAL MANAGEMENT COMMITTEE
Deputy Chief Pharmacist (Category IV)
Applications are invited for the above appointment at the Joyce Green Hospital, Dartford, salary scale £1,090—£1,395 a year plus special allowance £45 a year. Assistance with removal expenses will be considered. Applications stating qualifications, experience and the names of two referees to be sent to the Group Secretary, Dartford Hospital Management Committee, Group Administrative Offices, Bow Arrow Lane, Dartford, Kent. C 6777

GLENSIDE HOSPITAL, STAPLETON, BRISTOL

DISPENSING ASSISTANT

required. Salary according to age, £308 at 18, £467 at 22 or over plus £50 for holders of Certificate of Society of Apothecaries or other approved qualifications. Eventual maximum £615 unqualified, £697 qualified. Improved scales awaited. Higher commencing salary may be payable to experienced applicant. Board residence if required. Applications giving full details and names of two referees should be sent to the Secretary. C 6770

HILL END HOSPITAL, ST. ALBANS, HERTS
Dispensing Assistant
Male or female, full- or part-time required. Whitley Council salary and conditions of service. Hospital is within easy reach of Central London. Single accommodation available, if required. Apply with full particulars and naming two referees to Hospital Secretary. C 758

LONDON CHEST HOSPITAL, E.2
Dispensing Assistant
required. Apothecaries' Hall Certificate preferred. Salary £414 at age 21 rising to £615 per annum (unqualified); £464 per annum at age 21 rising to £697 per annum (with certificate), plus London Weighting. 38-hour week. Alternate Saturdays. Recently modernised pharmacy. Accommodation might be available for single person.
Applications with full details (and two referees) to House Governor. C 6766

MOORFIELDS EYE HOSPITAL
Dispensing Assistant
Applications are invited for the post of Dispensing Assistant. Interesting work in modern well-equipped Department. Hours 8.30 a.m. to 4.30 p.m. Monday to Friday. Saturday 8.30 a.m. to 1 p.m. with alternate Saturday free. Whitley Council salary scale and conditions of service. Applications to the Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 6765

NORTH MIDDLESEX HOSPITAL, EDMONTON, N.18
Senior Pharmacist
required in modern Group Pharmacy. Part-time appointment also considered. Applications stating age, experience and the names of two referees to the Secretary. C 6769

NOTLEY HOSPITAL, BRAINTREE, ESSEX
Dispensing Assistant
Applications are invited for the above post. Permanent and pensionable appointment. Salary and conditions according to Whitley Council scales. Previous hospital experience. Certificate of the Society of Apothecaries, R.A.M.C., R.A.F., or equivalent qualifications taken into account for commencing salary. Interesting post, covering wide sphere of activity. Good residential accommodation available, if required.
Applications giving age, present and previous experience with names and addresses of two referees to Hospital Secretary immediately from whom further details may be obtained. C 6745

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1
Locum Pharmacist
required at this hospital. Salary £24 13s. 6d. per week. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 753

ROYAL FREE HOSPITAL GROUP, NORTH WESTERN HOSPITAL, LAWN ROAD, HAMPSTEAD, N.W.3
Dispensing Assistant
required at the above hospital. Whitley salary scale ranging (for applicants over 21 years of age) from £414 to £615 per annum plus London Weighting and qualification allowance.
Apply, naming two referees, to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 762

ROYAL FREE HOSPITAL
Senior Pharmacist
Applications are invited for the post of Senior Pharmacist in the Out-patient Department of this hospital. Salary in accordance with the Whitley Council scale with extra payment for evening clinics. Apply naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 764

ST. GILES' HOSPITAL, CAMBERWELL, S.E.5
Dispensing Assistant (Qualified)
required full-time. Salary according to age and experience. Apply Chief Pharmacist. C 6775

ST. LEONARD'S HOSPITAL, NUTTALL STREET, N.1
Locum Pharmacist
required immediately. Applications to the Hospital Secretary. Telephone: SHOreditch 3311. C 6786

ST. MARY ABBOTS HOSPITAL, MARLOES ROAD, KENSINGTON, W.8
Locum Pharmacist
(or permanent) required immediately. Pleasant working conditions in modern department. Hospital conveniently situated near Kensington High Street and Earls Court. Applications to House Governor (enquiries to Chief Pharmacist, WEStern 8201 Ext. 8). C 763

THE LONDON CHEST HOSPITAL
Locum Chief Pharmacist (Category II)
required for all or some of the following holiday periods:—
May 2—May 14, 1966; June 13—June 25, 1966; August 29, 1966—September 10, 1966. Whitley Council Scale (£28 7s. per week). Apply House Governor, London Chest Hospital, Victoria Park, E.2, immediately. C 6781

PUBLIC APPOINTMENTS

Government of Northern Ireland

Pharmacist

Applications are invited for a pensionable post in the Ministry of Health and Social Services.

Qualifications
Candidates should be at least 35 years of age. They should be registered pharmacists and have a university degree in pharmacy or in a closely allied discipline or have equivalent qualifications.
They should also have wide experience of hospital pharmacy and a good knowledge of retail pharmacy; a knowledge of industrial pharmacy being an advantage.

Duties
The successful candidate will be responsible for all the pharmaceutical work of the Ministry undertaken at professional level, including advice on hospital pharmacies, on general pharmaceutical services and on other pharmaceutical matters.

Salary
Entry to the scale £2,375-£2,732 (at present under review) will be according to qualifications and experience.
Preference for ex-Servicemen.
Application forms, obtainable from the Secretary, Civil Service Commission, Stormont, Belfast, 4, must be returned by March 11, 1966. C 6787

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Apply the Secretary,
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CLECKHEATON, YORKSHIRE.
C 6773

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for laboratories situated in the Midlands concerned with the control of Medical products and Surgical Textiles. A.R.I.C. (Foods and Drugs) or similar qualifications essential.
Full particulars of experience and salary required to:—
BOX C 6785

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AGENTS selling direct to Chemists wishing a further new product apply Sales Manager, giving coverage, types of products carried, etc. Box C 1645.

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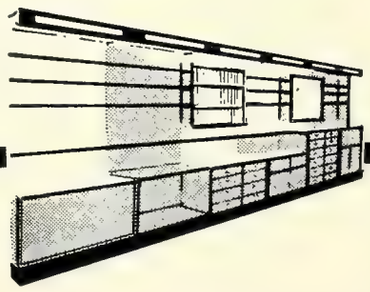

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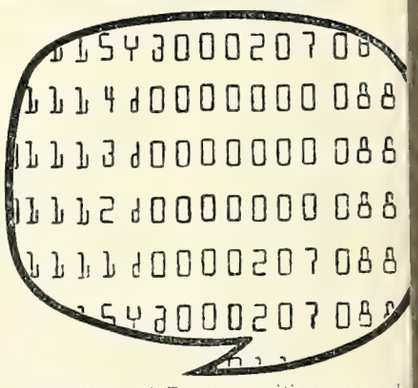

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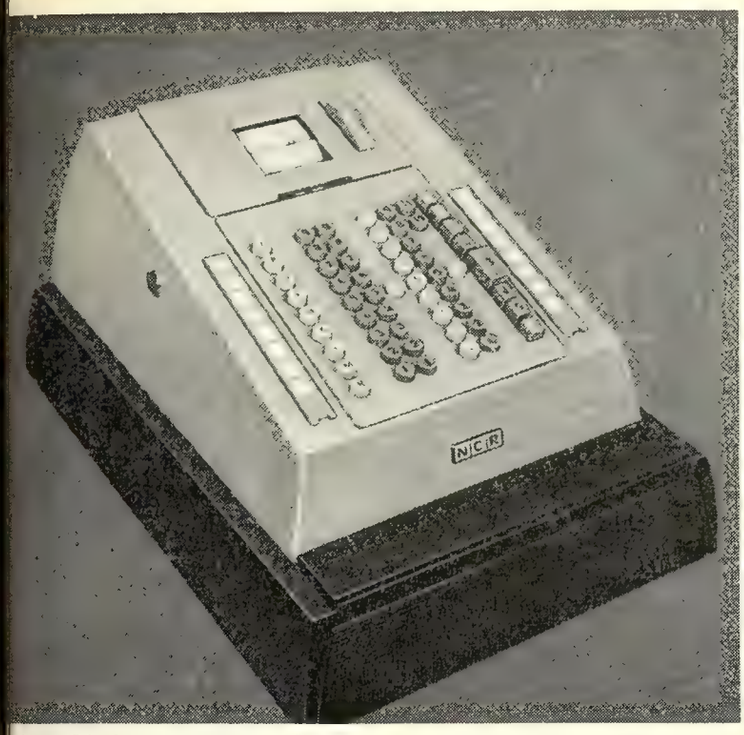

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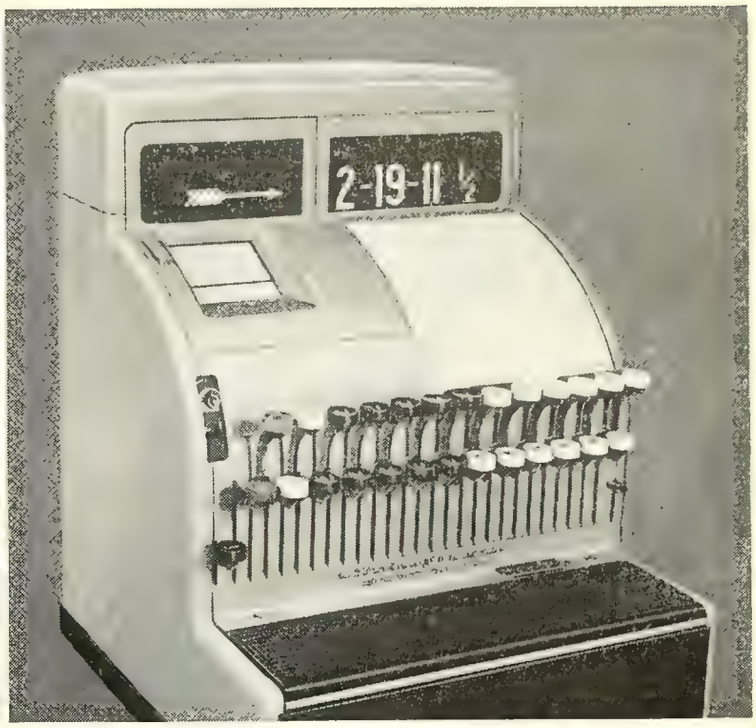

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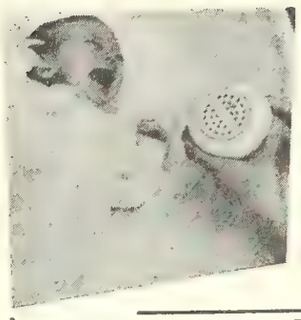

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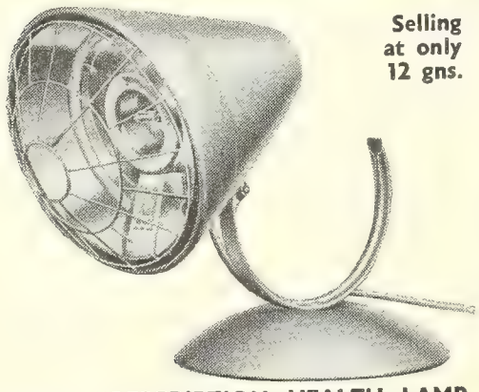

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INDEX TO ADVERTISERS

Abbott Laboratories, Ltd. ..... Interleaved Edit., 21
André Philippe, Ltd. 10, 11

Barber Electrical Services, Ltd. 4
Barnangens Vademecum, Ltd. 30, 31
Beatson Clark & Co., Ltd. ..... Cover iv
Boutalls Chemists, Ltd. 4
Brandt, R., & Co. (Manufacturing), Ltd. 8
British Dyewood Co., Ltd. 13
Burroughs Wellcome & Co. ..... Price List Sup., page 1
Burroughs Wellcome & Co. ..... Interleaved Edit., 15
Burson 7

Calmic, Ltd. ..... Interleaved Edit., 22
Corre, A., & Son, Ltd. ..... Price List Sup., page 3
Counterpoint Equipment, Ltd. ..... Cover ii
Cox, A. H., & Co., Ltd. 5

Display & Marketing Co., Ltd. 9

Fisons Pharmaceuticals Ltd.—(Vitapointe) ..... Inset
Foster, Wm. (Rainford), Ltd. 4
Franks & Bartlett, Alfred, & Co., Ltd. ..... Front Cover

Haffenden, W. W., Ltd. 29

Ilon Laboratories 8
International Bottle Co., Ltd. 25
International Federation of Olive Oil 1

Jacob, White & Co., Ltd. 13

Kaymet Co. 28

Laughton & Sons, Ltd. ..... Interleaved Edit., 23

Margolis, Sidney, Ltd. ..... Interleaved Edit., 24
Max Factor Hollywood & London (Sales), Ltd. Interleaved Edit., 18, 19
Mysore Trade Agent 28

National Cash Register Co., Ltd. 2, 3
Newman Labelling Machines, Ltd. 28
New Era Laboratories, Ltd. ..... Interleaved Edit., 17
Nicholas Products, Ltd. ..... Interleaved Edit., 16
Norton, M. & R., Ltd. 6

Orridge & Co. ..... Price List Sup., page 12

Parke, Davis & Co. ..... Interleaved Edit., 20
P & M-Warrick 14

Richmond Aerosols, Ltd. 4

Shaw, Robert, & Co., Ltd. 8
Shopshow 1966 12
Spanish Olive Oil ..... Cover iii

Toni Co., Ltd. 26, 27

Vincent, L. E., & Partners, Ltd. 4

For YOUR NAME and YOUR BRAND

This excellent product is available under seven different designs and will provide a handsome display group for your counter.

2oz. tubes, cartoned in contemporary show container
TRADE PRICE
1 dozen 18/6 + P.T.
Quantity discounts.

Let us send you a sample tube, an illustrated Price List and suggested retail selling price.
ARTHUR H. COX & CO. LTD., BRIGHTON, ENGLAND.

On March 14th

NEUTROGENA SOAP SALES

will leap into the TOP TEN!

when RADIO LONDON* tells the Neutrogena Soap Story to 7,000,000...

- HOUSEWIVES
- MOTHERS
- COMPLEXION CONSCIOUS WOMEN
- TEENAGERS

Neutrogena Soap's advertising starts on March 14th using the air waves 3 times a day, week after week, month in month out.

It's going to direct customers into your shop. Remember, Neutrogena sales policy is to sell only through the Chemist and Pharmaceutical trade.

Order now through your usual wholesaler

● **LISTEN to a special Neutrogena announcement for Chemists on Radio London 266 metres. 8.30—9 p.m. on Sunday March 13.**

M. & R. Norton Ltd., 9 Park Hill, London, S.W.4.

NEW BURSON FOR MEN

The first full support elastic stocking exclusively designed for MEN

* Won't slide down
* Lasting comfort
* Complete support
* Long wear

INTRODUCTORY OFFER

4 pairs Burson elastic hose for men (1 small, 2 medium, 1 large), with counter display. **Plus** a special order certificate, which brings you another pair for your personal use for only 15/-.

COST TO YOU (4 PAIRS)	**£6**	**0s.**	**0d.**
LESS 5% DISPLAY ALLOWANCE		**6s.**	**0d.**
	£5	**14s.**	**0d.**
SELLING PRICE	**£9**	**0s.**	**0d.**
YOUR PROFIT	**£3**	**6s.**	**0d.** = **36.7%**

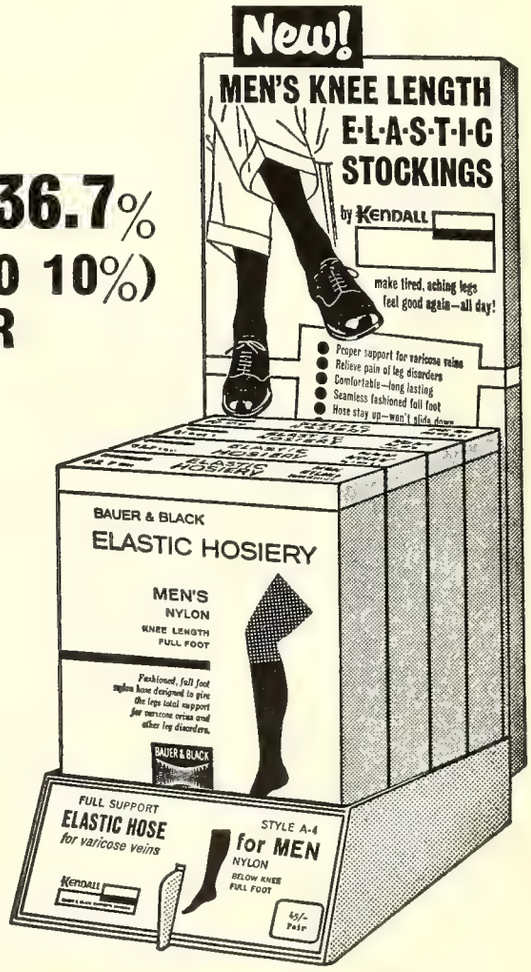
QUALIFY FOR A PARCEL DISCOUNT (UP TO 10%) BY INCLUDING REGULAR BURSON IN YOUR ORDER FROM THE FOLLOWING RANGE:

COTTON—Standard Elastic yarn N.H.S.

L-1 Natural shade—above knee—open toe—small, medium, large.
L-3 Natural shade—below knee—open toe—small, medium, large.
L-6 Natural shade—thigh length—small, medium, large (2" extra elastic).

NYLON—Standard Elastic yarn N.H.S.

N-1 above knee—open toe—small, medium, large.
N-3 below knee—open toe—small, medium, large.
N-6 thigh length—open toe—small, medium, large.



To: Fassett & Johnson Ltd., Oxford Works, Worsley Bridge Road, London, S.E.26.

Please send me offer no. 9750 Men's A4 Elastic Hosiery and the additional Burson hosiery as listed and charge my account.

.....

.....

NAME (Block capitals).....

ADDRESS .....

.....

KENDALL

Build profits with popular Lion hair care products

Widely advertised, widely asked for Lion hair care products are a steady source of profitable repeat business for the chemist. Make sure you have the stock to profit from this regular demand.

Lion 9 Invisible Nylon Hairnets ☐ Lion Double 9 Slumbernets ☐ Triangular setting nets ☐ Bun nets ☐ Human hair nets ☐ Decorative head bands, mantillas and snoods ☐ Madonna American style hairnets ☐ Ascot metal combs, vulcanite and polystyrene combs ☐ Rollers ☐ Rubber gloves ☐ Eyebrow pencils

Robert Shaw & Co. Ltd., Ascot Works Ascot Rd., Nottingham. Tel. N'ham 292341

fiona

EYELASHES DE-LUXE

SELF-ADHESIVE •
SHAPED & TRIMMED •
PERMANENT CURL •
SIMPLE TO FIX •
SECURE IN WEAR •

12/6 (recommended retail price)

Refills of Self-Adhesive or Normal Adhesive **1/3** each

Order from your Wholesalers or in case of difficulty from:

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Telephone: DRYden 0088/89

ILON ABSCESS SALVE

for:

BOILS A daily dressing will remove pain and quickly clear up condition.

CARBUNCLES Respond quickly to regular dressing with Ilon Abscess Salve.

SUPPURATING WOUNDS Ilon Abscess Salve is essentially an ointment for the elimination of suppuration. *Contains no Antibiotics.*

Supplies from your usual wholesale house

ILON LABORATORIES

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dm displays

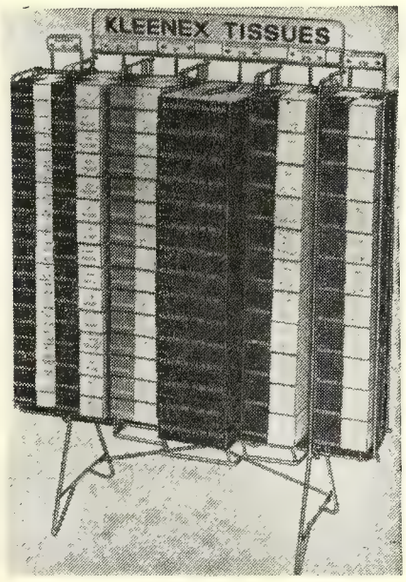
do a complete advertising and selling job at the

point-of-sale

sell from the floor

Impulse sales means volume sales. D&M Displays do a big selling job at the point-of-sale.

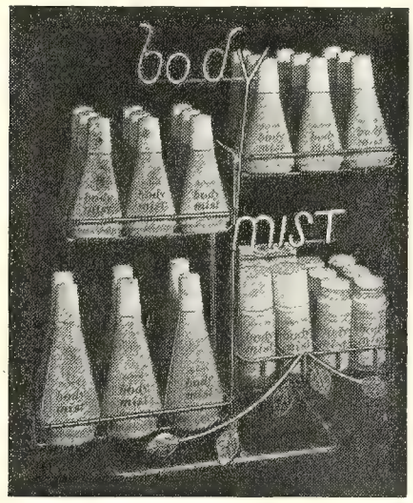
OSCAR PLV AWARD WINNER



sell from the counter

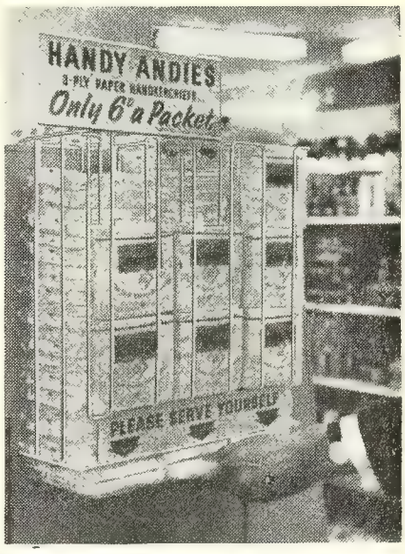
D&M Counter Displays stimulate impulse buying, delivers your sales message where it is most effective, and keeps your products in the 'front row'—right in the selling position.

OSCAR PLV AWARD WINNER



sell from the wall

D&M Wall Units are designed to suit your requirements, and are accurately constructed for simple installation. Win prominent wall positions with effective D&M Self Serve Units.



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170 Bexley Rd., Eltham, London, S.E.9

Telephone: ELTham 0911 (5 lines)

FACTORY:
NEW EASTWOOD, NOTTINGHAM

SEND COUPON FOR YOUR COPY OF OUR CATALOGUE

TO: THE DISPLAY & MARKETING CO. LTD.,
170 Bexley Road, Eltham, London, S.E.9.

Name .....

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B

André Philippe

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★ HAND PAINTED

★ HOLD 240 SIXPENCES

Special Easter Bonus Offer of 7½%

on a 3 dozen unit of each line

Available for the month of March only

★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★

	Retail	Price per doz.	P.T.
No. 21 PIGGY BANK BUBBLE BATH 6 Assorted colours	3/11	27/-	25%
No. 2 DIMPLE BOTTLE BUBBLE BATH 6 Assorted colours	1/9	12/-	25%
No. 3 SWAN DIMPLE BUBBLE BATH 6 Assorted colours	3/9	25/-	25%

THIS PROMOTION IS IN CONJUNCTION WITH OUR MISS ANDRÉ PHILIPPE 1966 COMPETITION

ORDER and RESERVE FORM

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Please deliver by return one bonus* parcel—3 dozen each line at a special discount of 7½% **If more than one bonus parcel is required, please state number of parcels ( ).*

Name .....

Street .....

Town .....

County .....

PLEASE WRITE IN BLOCK CAPITALS

ANDRÉ PHILIPPE LIMITED, 71-71B GOWAN AVENUE, FULHAM, LONDON, S.W.6. Tel: RENown 2194/2397

André Philippe

UP EASTER !

SWAN DIMPLE BUBBLE BATH

Fragrant and Refreshing

A most elegantly shaped bottle which when empty makes a useful Flower Vase

No. 3 5½ oz. **25/-** per doz.
25% P.T. Retails **3/9**

All in six gorgeous colours

- ★ **EMERALD GREEN**
- ★ **MADRID ORANGE**
- ★ **CORAL RED**
- ★ **BERMUDA BLUE**
- ★ **PARISIENNE LILAC**
- ★ **MEDITERRANEAN TURQUOISE**

PIGGY BANK BUBBLE BATH

Attractive and elegant. Non-tarnishable gold cord with gold booklet. (Height 5", capacity 6½ oz. approx.) When empty holds 240 sixpences

No. 21 **27/-** per doz, plus 25% P.T. Retails **3/11**

SPARKLING FOAM BUBBLE BATH

Fragrantly perfumed with French Pine. Exceptional Value and an acceptable Gift—in six delightful colours.

Emerald Green · Madrid Orange · Coral Red · Bermuda Blue · Parisienne Lilac · Mediterranean Turquoise.

No. 2 **12/-** per dozen
25% P.T. Retails **1/9**

ANDRÉ PHILIPPE LIMITED, 71-71B GOWAN AVENUE, FULHAM, LONDON, S.W.6. Tel: RENown 2194/2397

to catch the roving eye . . .

SHOPSHOW 66 INTERNATIONAL

EARLS COURT
LONDON
18-21 April 1966

To the Organisers, Shopshow International, Dorset House, Stamford Street, London, S E 1

Please forward full details and a free season ticket admitting to Shopshow and Meat Industry Exhibitions

NAME. . . . . .

FIRM . . . . . .

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13A

Come to Shopshow International 66. Discover the many new ideas, consumer-catching displays and point-of-sale units, packaging methods, signs, lighting, furnishings, fittings, decorative materials, plus high-efficiency stock-handling equipment and business machines—*all on one floor.*

Never has competition for the consumer's roving eye been so great. Today you need the maximum support of dynamic merchandising techniques. See how you can turn more passers-by into walk-in trade, more browsers into buyers.

Shopshow International is a supermarket of ideas—a merchandising man's Mecca. And for architects, shop-fitters and designers specializing in retail establishments, there are the latest technical developments to see and the vital FORUM and CONFERENCES to attend.

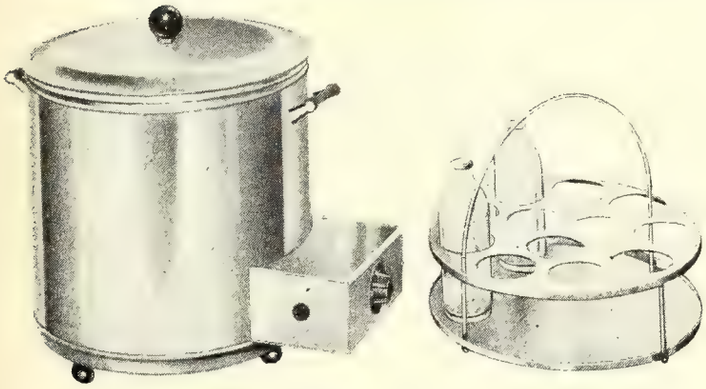
Plan now to attend. Ask for further details and free tickets:

MEAT MEN MEET

If you're in the meat trade, you can visit both Shopshow and the Meat Industry Show—they are running simultaneously side-by-side at Earls Court. The most comprehensive range of meat machinery and butchers' supplies will be shown. Shopshow tickets admit to both shows.

SHOPSHOW—Sponsored jointly by "Self Service & Supermarket" and "Shop Equipment & Shopfitting News".
MEAT INDUSTRY SHOW—Sponsored by "Meat Industry"

A STERILIZER FOR BABIES BOTTLES



A sterilizer especially designed for the sterilization of babies bottles, or by adjustment of the thermostat provided, for the warming of prepared milk feeds.

For full details:-

JACOB, WHITE & CO. LTD.,

324 Upper Street, London, N.1

Telephone: CANonbury 3233/4

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ALL QUALITIES

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GLASGOW, C.1

THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 February 19, 1966 No. 4488

CONTENTS

Animal Health News and Views ... 184
Codex Revision Committee 184
Consumer Protection Bill 170
Correspondence 178
Costs of Quality Control of Drugs ... 185
Hospital Pharmacy as a Career 182
Hospital Pharmacy Forum 180
In Parliament 171
Leading Articles:
Members' Forum 179
New Products and Packs 175
Not Bacteria and Not Viruses 181
Offices for New Wholesaling Group ... 173
Solvents in Food 174
Supplement to 1963 Codex 183
Topical Reflections 169
Trade Notes 174

Business Changes 172
Coming Events 189
Commercial Television ... 190
Company News 172
Competitions 175
Contemporary Themes ... 189
Deaths 173
Echoes of the Past ... 179
Expansion Projects ... 185
Information Wanted ... 175
Irish News 168
Legal Reports 172
Manufacturers' Activities . 173
New Companies 189
News of the Week ... 167
N.H.S. Statistics 170
Overseas News 169
Overseas Visits 173
Patents 188
Personalities 173
Prescribers' Press 190
Print and Publicity ... 189
Trade Marks 188
Trade Report 186

Index to Advertisers, p. 5. Classified Advertisements, p. 33.

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which includes The Chemist and Druggist Diary and Year Book, £4 5s. Single copies 1s. 3d. each (postage 8d.).

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Products you can recommend with confidence.

Famous names:- Rinstead, Meggezones, Meggeson Dyspepsia Tablets, supported by National Press and TV advertising.

P&M-WARRICK Seymour Road, London E.10 · Tel: LEYtonstone 3334

WK.4

Crude drugs and chemicals from world-wide sources are refined in our laboratories to produce pure and reliable chemicals. Large or small quantities are available at competitive prices.

B.W. & Co. Fine Chemicals

Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.)
The Wellcome Building, Euston Road, London N.W.1

ATROPINE SULPHATE
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ERGOMETRINE
HYOSCINE SALTS
ISOPRENALINE SULPHATE
HYOSCYAMINE SALTS
METHYLEPHEDRINE HYDROCHLORIDE
PHYSOSTIGMINE & SALTS

and other specialised drugs.

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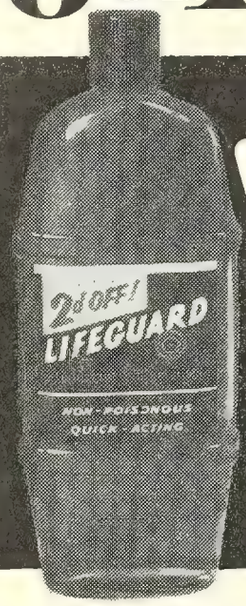
WITH



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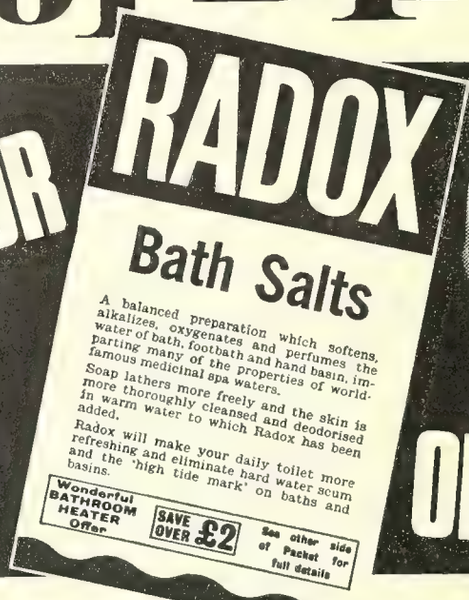

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OVER 1000 PRIZES WORTH MORE THAN £5000

JACKPOT PRIZES

HERE'S HOW TO WIN!!
Simply collect a Bingo Card leaflet with every case of 'Dealer Bingo' Radox or Lifeguard or Dip you buy—plus the bonus starter leaflet mailed to you. Complete a bingo card following the simple instructions on the leaflet. To qualify for a prize, post your completed entry to:—
Dealer Bingo Promotions© — H. D. Gordon Advertising Ltd., 24 St. George's Road, Wimbledon, London, S.W.19.

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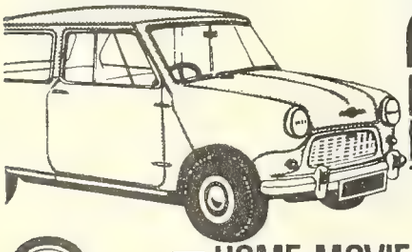
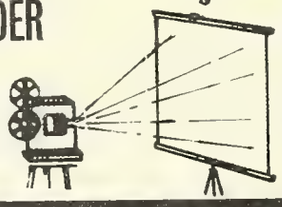


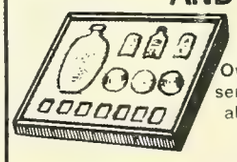
2nd FERGUSON RADIOGRAM TAPE RECORDER

3rd HOME MOVIE KIT 8mm CAMERA/PROJECTOR SCREEN & STAND



PLUS! Over 250 MILWARD Cordless Electric Shavers worth over £6 each.

AND



Over 250 Ladies' presentation Cosmetic Sets also worth over £6 each. Plus — 500 BOX BINGO SETS for the children.

NICHOLAS N PRODUCTS, Bath Road, Slough, Bucks. THIS IS A TRADE ONLY PROMOTION

Introducing the new

HYMOSA

Regd.

RANGE OF BIOCHEMIC COSMETICS

Over 300,000 women

in the U.K. have tested the new Hymosa range of Biochemic cosmetics. The results of this field test indicate a big future for cosmetics formulated in accordance with Schuessler's principles of nutritional biochemistry. Here are extracts from some of the letters received.

"Our skins look so soft and young—we are in our fifties"

"My skin was very dry but it is far more youthful and supple and the lines are fainter"

"I have used Hymosa for three months and my friends tell me how nice my skin looks"

"Hymosa Lotion has been so beneficial to my complexion and the Balm is effective in repairing the skin to leave no scar"

The next phase in our marketing campaign is to channel sales through pharmacists and there will be steady advertising support. If you are interested in being appointed a Hymosa stockist please write for details.

Meanwhile, supplies are available through Sangers and their branches, your usual wholesaler or direct.

Hymosa Lotion

The Biochemic formula for natural Skin Beauty. Nourishes, smoothes, softens and rejuvenates the skin. Its secret is that it exclusively contains, in potentised form, the biochemic tissue-salts that are 'kin to the skin.

Retail Price 15/9

Hymosa Balm

A mild, antiseptic Skin Balm for soothing and healing minor skin ailments. Selected biochemic tissue-salts are incorporated in a smooth, non-greasy, colourless base. Ideal as a domestic first-aid.

Retail Price 6/6

Hymosa Soap

A toilet soap of top quality, embracing the same biochemic principles as the Lotion. Makes every bath a beauty treatment, freshens, smoothes and clarifies the skin.

Retail Price 1 tablet 3/6. Box of 3 tablets 7/6

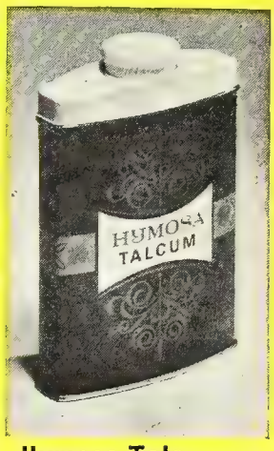
Hymosa 'Black Beauty' Perfume

Ideal for Present-Giving! A brand new exclusive perfume, its delicate floral fragrance will delight the most discriminating user. *Retail Price 1 guinea*

Two Hymosa Gift Packs

1 Hymosa Gift Pack contains one Hymosa Lotion, one Hymosa Luxury Toilet Soap and a jar of Hymosa Skin Balm, value 25/9. *Retail Price 1 guinea.*

2 Hymosa Gift Pack contains one Hymosa Lotion, two Luxury Hymosa Toilet Soap and one superfine Hymosa Talc, value 27/9. *Retail Price 22/6.*



Hymosa Talc

A fragrant powder, cooling and protective. Used with Hymosa Soap it gives day-long freshness and top-to-toe loveliness.

Retail Price 5/-

New Era

New Era Laboratories Limited
87 Saffron Hill, London, E.C.1.
CHAncery 1481

FROM MAX FACTOR

NEW NAIL POLISH RANGE

TO BOOST YOUR SALES STARTING—NOW!

NEW EXCITING COLOURS

EVERY LOVELY COLOUR ANYONE CAN DEMAND!

NEW POPULAR PRICES

3/6 and 4/6 (IRIDESCENT)

AND EXTRA HANDS TO HELP YOU SELL FASTER AND FASTER...

ORDER

SPECIAL PROMOTIONA PARCEL NOW!

NAIL POLISH (2 EACH OF 10 SHADES)
IRIDESCENT (2 EACH OF 8 SHADES)

PLUS!

ONE EACH OF:
NAIL BUILD
MANICURE OIL
BASE COAT
TOP COAT
TOTAL CONTENTS 40 ITEMS
NET TOTAL COST £4.10.5. (PLUS TAX)
RETAIL SELLING PRICE £7.17.0.
AND GET EXCITING SALES AIDS AS WELL...

HANDS...LOVELY HANDS TEMPT YOUR CUSTOMERS TO PICK AND CHOOSE FROM 8 EXCITING MAX FACTOR COLOURS

ON YOUR COUNTER

IN YOUR WINDOW

PLUS A COLOUR GUIDE SELECTOR TO MAKE SELLING EVEN EASIER

LET MAX FACTOR BUILD YOUR NAIL POLISH SALES

...AND EXTRA NAIL CARE SALES COME AS A BONUS

MAX FACTOR

NAIL BUILD
MANICURE OIL
TOP COAT
BASE COAT

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Abidec drops help to build healthy babies!

A single daily dose of Abidec* Drops provides comprehensive vitamin supplementation for babies and young children.
Abidec drops are easily administered and because of their neutral taste are readily miscible with milk, fruit juices, soup and cereals.
Abidec capsules in a single daily dose of 1 capsule provide the daily requirement of 7 essential vitamins for older children and adults.
Abidec drops in bottles of 10 ml. and 50 ml., each with dropper. Abidec Capsules in bottles of 30 and 250.

Abidec—the comprehensive vitamin supplement. **ABIDEC**

*Trade mark

PARKE-DAVIS HOUNSLOW · LONDON · TELEPHONE: HOUNSLOW 2361

BETTER MEDICINES FOR A BETTER WORLD

1866 1966 100th ANNIVERSARY

This is SELSUN®

SELSUN is a liquid preparation for treating seborrhoea of the scalp giving complete control in 81 to 87 per cent of all cases. It controls common dandruff in 92 to 95 per cent of cases.

SELSUN is a suspension containing 2.5 per cent of selenium sulphide, with detergent added for ease of application and rinsing. It is a safe, pleasant-to-use, orange-coloured emulsion which leaves the hair clean, and with no disagreeable after-odour.

SELSUN provides relief of symptoms in the large majority of patients for one to four weeks, depending on the severity of the condition. It is effective in many cases where shampoos and sulphur preparations have been used unsuccessfully.

SELSUN Suspension is supplied in 1, 2 and 4 fluid ounce bottles.

® SELSUN is a Registered Trade Mark of

ABBOTT LABORATORIES LTD · QUEENBOROUGH · KENT

from a chemist's viewpoint...

The increasing demand for the paediatric analgesic, Calpol Suspension, merits constant check on stock.

This highly palatable presentation of paracetamol is rapidly becoming the analgesic of choice for children in the younger age group.

For the older child and adult, stock Calpol Tablets.

CALMIC

Calmic Limited, Crewe, Cheshire.
Tel: 3251 (10 lines)

Lady Jayne

attracts still more sales

with the NEW Palette Pack

FOR HAIRPINS AND HAIRGRIPS
HANDY, TRANSPARENT TUBES WITH COLOURFUL PUSH-FIT TOPS
FOR HANDBAG OR DRESSING TABLE

No. 224 Lady Jayne Hairpins RETAIL 1/-
Contains 2½" hairpins in black or brown—plain or waved, as ordered. Please state which type is required or, better still, stock quantities of each to give your customers the benefit of the full Lady Jayne range.

No. 915 Lady Jayne Hairgrips
Packed with 2" satin smooth grips of rust-resistant tension steel, with gently contoured ends. Black or brown—plain or waved.

LAUGHTON

Laughton & Sons Limited, Warstock Road, BIRMINGHAM 14.
Tel: MAYpole 2252

Lady Jayne

offers you this colourful, eye-catching self-service display which can be refilled instantly from the side of the display carton.

*

No problems about stocking refills. Every quarter gross of tubes is pre-packed in its own display unit.
Retail 20/6 per unit + P.T

*

Thirteen tubes are attractively displayed for immediate sale, and as each one is taken out, you have only to replace it with a new tube from the self-dispensing opening at side of display.

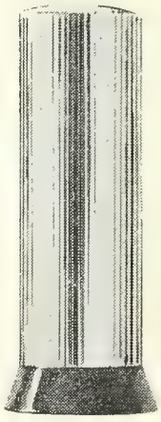
*

Turn their heads to the name they know with the gay Palette Pack by Lady Jayne.

FOR FURTHER DETAILS CONTACT YOUR USUAL WHOLESALER

TANGEE straight from America GOES TO TOWN all over Great Britain

THE TREND IS TO TANGEE—the most famous name in the World of Beauty Aids. A massive Woman's Realm premium launch campaign was seen by millions of women up and down the country; made innumerable women turn to Tangee: formed new Tangee habits and renewed old ones. Make sure you have good stocks to cash in on this new and steady repeat demand for the wonderful 1966 Tangee range:



TANGEE LIPSTICKS

smooth, creamy, each in an elegant, gilt, swivel container. Available in 9 exciting Modern-in-Mood shades, tested and proved-success-stories in the States — a major breakthrough in modern lipstick appeal. And such value: retailing at only 2/9.

TANGEE COMPACTS

In an exquisite new tortoiseshell-style Compact — there's nothing like it on the market at anywhere near this price! Finely blended solid compressed powder in a choice of seven superb shades; soft foam pads, easily washed and quickly dried.
A complete Tangee beauty treatment that is quick, simple, gives perfect grooming in a few seconds. And top Tangee value, too: The unique Tangee compact retailing at only 4/6 (Refills 3/6).

The most habit-forming beauty preparations in the business.

Order NOW and order PLENTY from your usual Wholesaler or direct from the Sole Distributors in the U.K.,
SIDNEY MARGOLIS LTD., Margo House, Hemp Row, London, S.E.17.
Telephone RODney 7461 (Pr. Br. Exch.).
For Luft Tangee, Long Island City, New York, U.S.A.

Tangee

THE MOST FAMOUS NAME IN THE WORLD OF BEAUTY AIDS

Spotlight your bottles with elegant caps from IBC

THE INTERNATIONAL BOTTLE CO LTD

140 PARK LANE • LONDON W1 • TELEPHONE: MAY 6992 (5 LINES) • TELEGRAMS: AUTREFOIS AUDLEY LONDON

Toni DID IT WITH Casual

GAVE YOU A NEW PRODUCT THAT WAS AN OVERNIGHT SUCCESS

NOW

Toni DOES IT WITH

Dippity-do

the new hair setting gel that was proven so successful in the Southern test area...

2 out of 5 chemists were out of stock within a fortnight of the advertising

5/11

Dippity-do

WHAT IS IT?

abulous new hair setting gel
easier, faster roller setting;
es a hairdo much more body;
sh and clean – *never* sticky
ause it's greaseless; *never*
ppity. Shimmering Pink for
ular hair – Cool Green for
ra holding.

Dippity-do

WHO'LL BUY IT?

every woman who sets her own hair –

7 OUT OF 10
OF *ALL* WOMEN

9 OUT OF 10
OF YOUNGER WOMEN!

Dippity-do

WHAT'S IN IT FOR YOU?

Profit! Lots of profit.

PLUS

a special introductory bonus 18 Dippity-do invoiced as 16½ giving you

8/10½ EXTRA PROFIT

over and above your normal margin.

Dippity-do

WHY IT'LL SELL

Toni's successful advertising. It's all for you. All you have to do is stock Dippity-do and sit back and collect the profits!

MASSIVE SUPPORT

from this super successful all-TV advertising campaign which starts March 11

New Dippity-do

Easier Setting

More Body

For you

Dippity-do 5/11

14,000,000 women will see this 30-second TV commercial – and they'll see it again and again.

Dippity-do

HOW TO STOCK IT

Contact your usual wholesaler, or send this coupon to us. Now! Before your customers stampede your shop.

THE TONI COMPANY, HAWLEY LANE, FARNBOROUGH, HANTS.

I want to stock Dippity-do and make enough profit to retire.

Please send me: .....*Regular*

.....*Extra Holding*

and invoice me at special deal terms

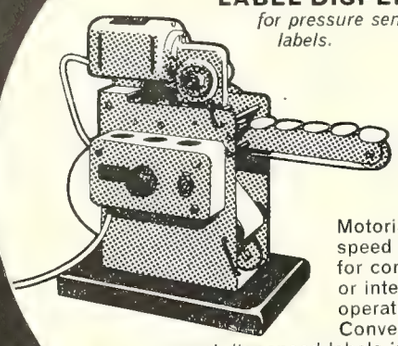
Name _____

Address _____

_____

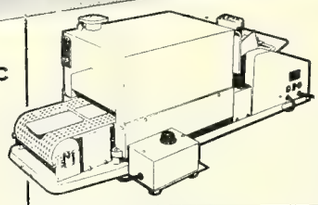
meet the NEW addition to the Newman family of label dispensers

PRESMAC
SELF-ADHESIVE LABEL DISPENSER
for pressure sensitive labels.

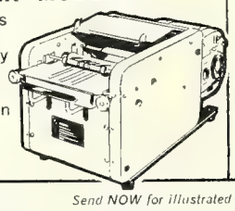


Motorised with speed regulator for continuous or intermittent operation. Conveyor holds several dispensed labels in reserve. Accommodates all shapes and sizes of labels up to 3″ across web.

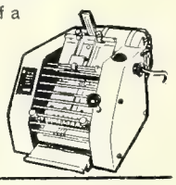
HYGRO-TAC AUTOMATIC LABEL ACTIVATOR MODEL 'S'
for pre-cut delayed action, thermoplastic labels, steam activates and dispenses labels up to 8″ x 6″.



AUTOMATIC LABEL GUMMER MODEL 2D
Dispenses one label completely gummed at each depression of touch bar.



THERMOPLASTIC LABEL DISPENSER MODEL 'T'
At the press of a button this machine delivers one activated delayed action thermoplastic label.

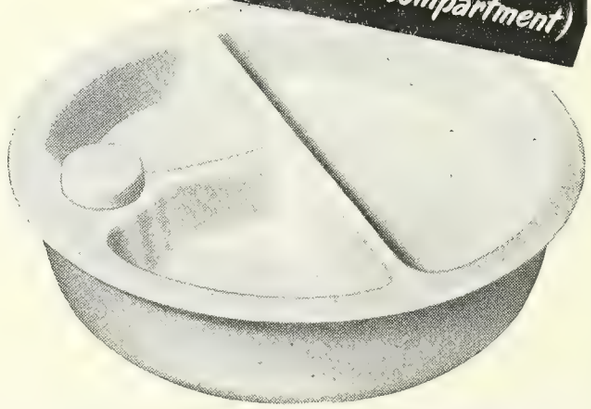


Send NOW for illustrated data sheets
NEWMAN LABELLING MACHINES LTD
25 QUEENS ROAD · BARNET · HERTS · ENGLAND
Telephone : BARnet 9666

THE HALLMARK OF PURITY
with not less than 90% free santalol
For further particulars apply to :—
TRADE AGENT FOR MYSORE
199 Piccadilly, London, W.1
Tel : REG. 5257.
'Grams : 'MYSOF' Lesquare, London

MYSORE GOVERNMENT MYSOF GUARANTEED PURE SANDALWOOD OIL

THE KAYMET *Keep-Warm* **CHILD'S FEEDING DISH** *(with hot water compartment)*



The Kaymet Company present their IMPROVED Keepwarm Feeding Dish, now being moulded in UNBREAKABLE hygienic plastic.
Available in Blue, Primrose, White, Pink. Packed in newly-designed Gift Box.

RETAIL PRICE **11/6** *including Purchase Tax. Wholesale enquiries invited*

For further details of this line and our complete range of over 400 nursery accessories apply to:-

THE KAYMET COMPANY
Kaymet Works, Sylvan Grove, London S.E.15 New Cross 6644
Telex 262588

POPPY

FEATHER

Brit*marine REGD

First in Fashion Swimcaps for 1966

New designs, new fabrics, new easy-wear base caps, all go to make Britmarine's 1966 range of Fashion Swimcaps the most exciting yet. Attractive Brochure on request.

RICHBOROUGH RUBBER WORKS, SANDWICH, KENT

Now going National!

VADEMECUM

Following extensive tests, Vademecum mouthwash is going National—and selling *only through pharmacies.*

Send off the coupon below *now* for your order— with the special 15-for-12 National Launch Bonus!

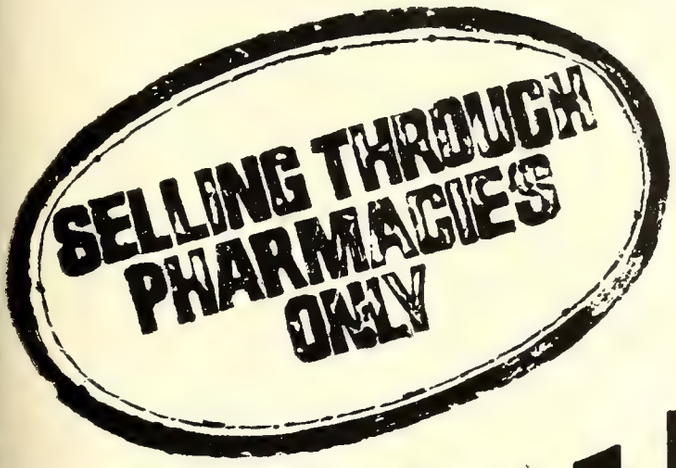
AS A GARGLE

AGAINST FLU

FOR CUTS

FOR SPOTS

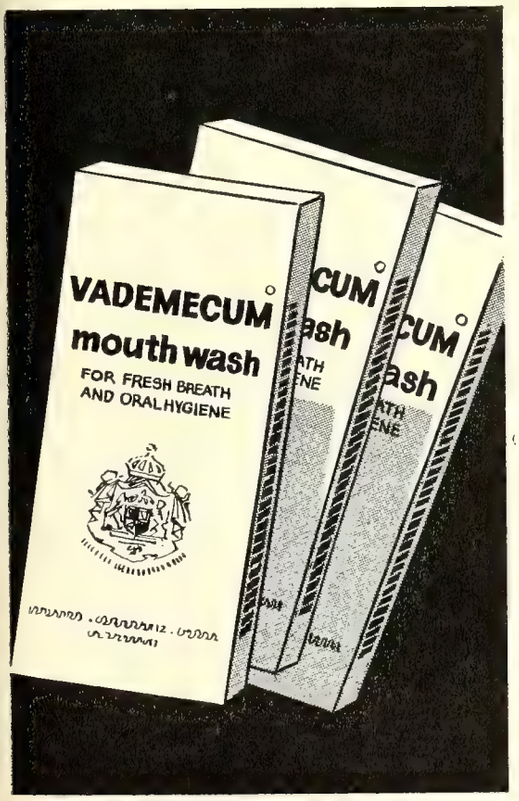
Vademecum mouthwash—the way to fresh breath and oral hygiene—the recommended product for colds, flu, cuts, grazes, bites, spots . . .



mouthwash

You can recommend Vademecum mouthwash—for efficacy, reliability, economy, safety.

BEST VALUE ON THE MARKET!
Vademecum mouthwash is *triple concentrated* and needs to be diluted for every application. One bottle therefore lasts and lasts and lasts—making it the most economical antiseptic mouthwash on the market!



THIS IS YOUR PROFIT! Trade price per doz.: £2.10.0 (inc. P.T.). Retail price per doz.: £3.9.0. Profit: 19/-. Plus three free packs as bonus offer (retail value 17/3).

TOTAL PROFIT: £1.13.9 on every dozen ordered

Note: All invoices will be charged through your wholesaler

NATIONAL LAUNCH BONUS OFFER!

15 for 12 Don't miss this opportunity for profit —send this coupon *now*.

To Barnangens Vademecum Ltd., 4 Tribune Drive, Sittingbourne, Kent

Please send me.....dozen Vademecum mouthwash and invoice my wholesaler under the terms of your launch bonus offer.

Name .....

Address .....

Signed .....

Wholesaler's name and address .....

FOR YOUR 'C & D' LIBRARY

Pocket Sized Handbook

THE FITTING OF TRUSSES and ELASTIC HOSIERY

with information on the supply of appliances permitted on EC10 prescriptions under the National Health Service

Third edition published January 1965
by J. A. L. Shelmerdine, F.I.B.S.T.

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28 ESSEX STREET, STRAND, LONDON, W.C.2

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plus 6d. postage

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CLASSIFIED ADVERTISEMENTS

Address Box Number Replies to: THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2. Tel. : CENTRAL 6565
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APPOINTMENTS — 27/- per ½" s.c. minimum and pro rata. AGENTS — AUCTION SALES — BUSINESSES FOR SALE and WANTED — CLEARANCES and WANTS — CONTRACTS — MISCELLANEOUS — PATENTS — PARTNERSHIPS — PREMISES — PUBLIC and LEGAL NOTICES — SITUATIONS VACANT. Run-on — 4/6 per line (minimum £2/6). Semi-display — 27/- per ½" s.c. minimum. Displayed with border rule, larger type faces and blocks — 72/6 per s.c.i. minimum. Reduced rates for one-third, one-half, and full pages on application. SITUATIONS WANTED — 7/6 per 18 words minimum, then 5d. per word. Use of Box No. — 3/-. Advertisements received by 4 p.m. Tuesday published same week.

PREMISES

CROYDON. Premises for small manufacturing chemists. Main road position. User Right. With retail shop. Low rent. Box C 1677.

OXFORD in established shopping parade on Council Housing Estate between Headington and Cowley. Good, modern lock-up shop with storage space, cloakroom and garage. Three bedroomed maisonette available. Suitable for pharmacy or drug store. To be let by Public Tender for any trade not already represented on the parade. Closing date 11th March, 1966. For full particulars, form of tender and to view apply City Estates Surveyor, City Chambers, Queen Street, Oxford (Tel.: 49811). C 6792

SHOP TO LET, ample living accommodation, 119 Springbank Road, S.E.13. Near Hither Green Station. Large Parade—No Competition. Telephone HIT 5352. C 1665

BUSINESSES FOR SALE

BIRMINGHAM. Established chemists shop. Living accommodation. Turnover £15,000. Price £11,000, including freehold. Mosely & Co., 23 George Street, London, W.1. HUN 5161. C 1671

DRUG STORE. Large, modern, spacious shop, self-contained flat, lease, low rent, marvellous opportunity for chemist, no opposition, London/Surrey border. Box C 1676.

BUSINESS FOR SALE. Exceptional opportunity North Ireland, seaside, family and tourist. Low rent. Residence if required. Box C 1684.

SOUTH HERTS. Well established chemist's business with living accommodation situated in multiple position in expanding town. Goodwill £3,500. Stock at valuation. Freehold £15,000, or new 14-year lease at £1,200 per annum exclusive with rent review clause at end of first 7 years. L. G. Hall & Son, 35 Darkes Lane, Potters Bar, Herts. Telephone: 55566. C 1678

BUSINESSES WANTED

PHARMACY WANTED or position (qualified) with view to early succession. Turnover £20,000. Box C 1681.

WIRRAL AREA. Business required. Turnover £15,000—£20,000 with scope to increase under energetic management. Good N.H.S. essential. Would buy or lease property. Adequate capital available. Replies treated in strict confidence. Box C 1670.

APPOINTMENTS

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET HERTS
Dispensing Assistant

Modern well-equipped department. Whitley Council salary plus London Weighting. School-leaver accepted for training. Apply to Group Pharmacist. C 6782

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET HERTS
Post-graduate Pharmaceutical Student

required. Modern well-equipped department. Pleasant working conditions. Whitley Council salary. Apply to Chief Pharmacist. C 6783

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS
Locum Senior Pharmacist

Apply Hospital Secretary. C 6805

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS
Senior Pharmacist

for modern and well equipped department. Pleasant working conditions, Whitley Council salary plus London Weighting. Apply to Chief Pharmacist. C 6807

CHARING CROSS GROUP OF HOSPITALS, FULHAM HOSPITAL, ST. DUNSTAN'S ROAD, W.6
Senior Pharmacist

required at the above Teaching Hospital. Salary £1,040 p.a. rising to £1,295 p.a. plus London Weighting. New developments at the hospital include a Sterile Ward for the treatment of Chorionepithelioma and Kidney Dialysis Unit and a Premature Baby Unit. Applications, stating age, qualifications, experience and names of two referees to the Hospital Secretary. Further information phone Chief Pharmacist, RIV 9161, Ext. 5. C 6779

FINCHLEY MEMORIAL HOSPITAL, GRANVILLE ROAD, LONDON, N.12
Chief Pharmacist II

required for small acute general Hospital. Whitley Council Salary plus London Weighting. Suit married woman. Apply to Group Pharmacist, 1 Wellhouse Lane, Barnet, Herts. C 6806

GLENSIDE HOSPITAL, STAPLETON, BRISTOL

DISPENSING ASSISTANT

required. Salary according to age, £308 at 18, £467 at 22 or over plus £50 for holders of Certificate of Society of Apothecaries or other approved qualifications. Eventual maximum £615 unqualified, £697 qualified. Improved scales awaited. Higher commencing salary may be payable to experienced applicant. Board residence if required. Applications giving full details and names of two referees should be sent to the Secretary. C 6770

HAMMERSMITH HOSPITAL AND POST-GRADUATE MEDICAL SCHOOL, DU CANE ROAD, LONDON, W.12
Pharmacist

required at above general post-graduate teaching hospital (Category V). Post offers varied and interesting work and excellent experience in all branches of pharmacy.
Department recently modernised. Working conditions exceptionally pleasant. Restaurant and rest-room facilities. No duty every third Saturday. Previous experience not essential. Consideration will be given to seeking Ministerial approval to full incremental credit being given for all (compared with the present limit of 4 years) non-hospital experience. Salary scale £955—£1,200 per annum and London Allowance of £45/55, plus £25 per annum to holder of higher qualification. Further details from, or applications with names of two referees to, Chief Pharmacist. C 6804

HILL END HOSPITAL, ST. ALBANS, HERTS
Dispensing Assistant

Male or female, full- or part-time required. Whitley Council salary and conditions of service. Hospital is within easy reach of Central London. Single accommodation available, if required. Apply with full particulars and naming two referees to Hospital Secretary. C 758

MOORFIELDS EYE HOSPITAL
Dispensing Assistant

Applications are invited for the post of Dispensing Assistant. Interesting work in modern, well-equipped Department. Whitley Council salary scale and conditions of service. Applications to the Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 6808

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1
Locum Pharmacist

required at this hospital. Salary £24 13s. 6d. per week. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 753

ROYAL FREE HOSPITAL GROUP, NORTH WESTERN HOSPITAL, LAWN ROAD, HAMPSTEAD, N.W.3
Dispensing Assistant

required at the above hospital. Whitley salary scale ranging (for applicants over 21 years of age) from £414 to £615 per annum plus London Weighting and qualifications allowance.
Apply naming two referees, to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 762

ROYAL FREE HOSPITAL
Senior Pharmacist

Applications are invited for the post of Senior Pharmacist in the Out-patient Department of this hospital. Salary in accordance with the Whitley Council scale with extra payment for evening clinics. Apply naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 764

SANDHILL PARK HOSPITAL, BISHOPS LYDEARD, TAUNTON, SOMERSET
Pharmacist (part-time) required

Two sessions per week at Sandhill Park Hospital. One session per week at other hospitals in the Group. Rate of pay, single-handed, 63/3 per session of 4 hours.
Further particulars from, and applications to, the Group Secretary. C 6793

SOUTHMEAD HOSPITAL, BRISTOL (643 beds)

Applications are invited for the following appointments:—

Pharmacist

salary scale £955-£1,200. This post offers wide experience.

Post-Graduate Apprentice Pharmacist

to commence August 1966.
Applications stating age, training, etc. to be sent to the Group Secretary, Southmead Hospital, Bristol. C 6796

Appointments—Continued

ST. GILES' HOSPITAL, CAMBERWELL, S.E.5
Dispensing Assistant (Qualified)
required full-time. Salary according to age and experience. Apply Chief Pharmacist. C 6775

ST. MARY ABBOTS HOSPITAL, MARLOES ROAD, KENSINGTON, W.8
Locum Pharmacist
(or permanent) required immediately. Pleasant working conditions in modern department. Hospital conveniently situated near Kensington High Street and Earls Court. Applications to House Governor (enquiries to Chief Pharmacist, WEStern 8201 Ext. 8). C 763

STRATFORD-UPON-AVON HOSPITAL
Chief Pharmacist
required for Stratford-upon-Avon Hospital which also serves Monroe Devis Maternity Home and Children's (Recovery) Hospital, Stratford-upon-Avon and Ellen Badger Hospital, Shipston-on-Stour. Salary scale £1,280 rising to £1,700 p.a. Applications naming three referees to Group Secretary, 50 Holly Walk, Leamington Spa. C 6751

THAMES GROUP HOSPITAL MANAGEMENT COMMITTEE
Applications are invited for the following appointments:—
Senior Pharmacists
(a) East Ham Memorial Hospital, Shrewsbury Road, Forest Gate, E.7.
(b) St. Andrew's Hospital, Devons Road, E.3.
Pharmacist
St. Clement's Hospital, Bow Road, E.3.
In sole charge, part-time or full-time for this Psychiatric Hospital of 123 beds with out-patients department and Day Hospital. Applications to respective Hospital Secretaries. C 6802

VICTORIA CENTRAL HOSPITAL, LISCARD ROAD, WALLASEY, CHESHIRE
Locum Chief Pharmacist
holiday relief for two weeks commencing 16th May, 1966.
Locum Senior Pharmacist
holiday relief for two weeks commencing 20th June, 1966. Applications to Administrative Officer. C 6812

WEST PARK HOSPITAL, EPSOM, SURREY
Dispensing Assistant
(Apothecaries Hall)
required for large busy psychiatric hospital (three pharmacists). Five-day week. Salary scale £542 (at age 22) rising to £737. Single accommodation available. Apply immediately, naming two referees, to the Group Secretary. C 6794

WEST PARK HOSPITAL, EPSOM, SURREY
Locum Pharmacist
required. Five-day week. Salary £24 13s. 6d. Apply immediately, stating age and qualifications to the Group Pharmacist. C 6795

WEXHAM PARK HOSPITAL, SLOUGH
(New District General Hospital)
Two Dispensary Assistants
required to work under the direction of a Chief Pharmacist. Salary scale, qualified £517 at age 22, rising to £697 p.a. Unqualified £467, rising to £615 p.a. Applications to Hospital Secretary. C 6798

EDUCATIONAL
OVERSEAS

TEACHING ASSISTANTSHIPS
Graduate teaching assistantships of approximately $3,000.00 per year are available for pharmacy students studying for the Ph.D. and M.Sc. degrees. Graduates in pharmacy, biology or chemistry. Travel allowance may be provided. Graduate degree programmes are offered in Pharmaceutics, Pharmaceutical Chemistry (analytical), synthesis, radioisotope studies) and Biopharmacy.
For information contact:—
Dr. M. J. Huston,
Dean, Faculty of Pharmacy,
University of Alberta,
EDMONTON, Alberta, Canada.
C 6801

SITUATIONS VACANT
RETAIL (HOME)

ASHTON-UNDER-LYNE, LANCASHIRE. Manager/Manageress required to take over well-established branch business. Full staff. Apply George Hinchliffe Ltd., 106 King St., Dukinfield, Cheshire. C 761

LADY PHARMACIST required as Manageress for modern suburban shop in good-class area, no rota, three weeks' holiday, expenses paid for interview to E. Butterwick Chemist Ltd., 627 Holderness Road, Hull. C 1669

LANGLEY MILL & ALDERCAR CO-OPERATIVE CHEMISTS LIMITED
invite applications for the position of
SUPERINTENDENT CHEMIST
Modern main-street premises. Sales and transfers £40,000 p.a. N.U.C.O. salary and conditions. Assistance with housing if required. Applications to Secretary, Langley Mill & Aldercar Co-operative Chemists, Cromford Road, Langley Mill, Nottingham. C 1620

PHARMACIST required to take control of business in small Somerset town. Adequate help. Possibility of future purchase. Box B.254, Blackford's Advertising, Bristol. C 6800

PLYMOUTH CO-OPERATIVE SOCIETY LIMITED
Pharmacy Branch Manager required. Modern Pharmacy, 3 weeks' holiday.
Apply:—
The Superintendent Chemist,
P.C.S. Pharmacy Office,
Vauxhall Street,
PLYMOUTH
C 6809

LADY OR GENTLEMAN PHARMACIST required to manage branch pharmacy—well staffed. No extra duties, no book-keeping. In pleasant town in Norfolk. Existing holiday arrangements honoured. If you would like working for small appreciative family company please write with usual particulars to: Bowskills (Chemists), Ltd., London Road, King's Lynn. C 1680

SEAHOUSES. Pharmacist, male or female, required to manage village shop in rural surroundings. No rota. Good salary and commission. Pleasant flat above shop, rent free. Apply with full particulars to: S. Smith (Chemists) Ltd., Main Street, Seahouses, Northumberland. C 1659

SUPERINTENDENT CHEMIST. Applications are invited from suitably experienced persons for the position of Superintendent Chemist. Modern town centre pharmacy (no branches). Annual sales £82,000 (including optical section), plus £22,000 transfers. Salary, N.U.C.O. scale, currently £1,746 p.a. Superannuation scheme with transfer clause. Please write stating age, and giving details of experience and names of two persons from whom reference may be obtained to the Secretary, Swindon and District Co-operative Chemists, Ltd., 57 Fleet Street, Swindon, Wilts. not later than 1st March, 1966. C 6811

OVERSEAS

NIGERIAN PHARMACISTS

Kingsway Chemists of Nigeria Limited

have vacancies for Nigerians who will be employed as medical representatives in Nigeria. Qualifications required are:—

1.—A QUALIFICATION IN PHARMACY.

2.—ABILITY TO REPRESENT THE PRODUCTS OF LEADING PHARMACEUTICAL MANUFACTURERS.

3.—A DRIVING LICENCE.

Applications are invited now. Those interested, who may not complete their training until later in the year, are advised also to apply now, and if they are judged suitable, places will be reserved for them. Starting salary not less than £N1,200 p.a. Generous touring allowances. Write to:—

The Recruitment Manager,
THE UNITED AFRICA COMPANY LIMITED,
P.O. Box 1, Blackfriars Road, London, S.E.1
C 6789

WHOLESALE

PHARMACEUTICALS
AND
FINE CHEMICALS

City Merchants
with excellent connections
abroad
REQUIRE MAN
with first-class knowledge of the trade, capable of buying and selling. All replies treated as confidential. Write:
Box C 1672

MAWS PHARMACY SUPPLIES LIMITED

through their strict CHEMISTS ONLY policy and their commercial association with N.P.U. HOLDINGS LTD., are showing dramatic sales expansion.

We shall shortly be increasing our sales force and now wish to consider applications for the following posts:—

1 We are looking for high-calibre salesmen in several parts of the U.K. to call exclusively on Retail Chemists. Complete sales training will be given to ensure full understanding of the advantages of our N.P.U.H. association.
Applicants must be between the ages of 27 and 40, preferably with experience in selling to chemists, although this is not essential. Generous remuneration, pension scheme, expenses, and a car will be provided. A clean driving licence is essential.

2 Applications are also invited from young men between the ages of 23 and 27 for the positions of relief salesmen, with excellent prospects of promotion. Comprehensive training will be given to successful applicants who must be single, fully mobile, and holders of a clean licence. Salary, pension scheme, expenses and a car will be provided.

Apply for Application Form to:—

SALES DIRECTOR,
MAWS PHARMACY SUPPLIES LIMITED,
ALDERSGATE HOUSE,
NEW BARNET, HERTS.

C 6803

medical representatives

Eli Lilly and Company Limited is a leading pharmaceutical organisation with a world-wide reputation for its outstanding ethical prescription products. The Company is supported by the work of an internationally renowned research organisation, and it is active in virtually every field of medicine.

Medical Representatives of Eli Lilly provide doctors and pharmacists with full technical information on the Company's products. The work is worthwhile, challenging and responsible, and offers excellent opportunities for able, ambitious men. Comprehensive and extensive training is given.

Vacancies exist in the following areas :

Luton, North Wales and Wirral, Wolverhampton, Bristol South, Bristol North, North East London, Romford, Tonbridge.

Applicants should be aged between 25 and 40, have a qualification in a scientific subject, or have had training in pharmacy, medicine, nursing or an allied field. Possession of a current driving licence is essential. The minimum commencing salary is over £1,050 and may be considerably more for an experienced man. Salaries are progressive and subject to regular review. A Company car will be provided and all expenses paid. The Company has a non-contributory pension and life-assurance scheme. Men having the appropriate qualifications, interested in a rewarding and stimulating career, should write, giving brief details of age, education, career background and present salary to:

The Personnel Director,
ELI LILLY AND COMPANY LIMITED,
Basingstoke, Hampshire.

C 6790

Situations Vacant—Continued

ANALYST REQUIRED

for laboratories situated in the Midlands concerned with the control of Medical products and Surgical Textiles. A.R.I.C. (Food and Drugs) or similar qualifications essential.
Full particulars of experience and salary required to:—

BOX C 6785

MANUFACTURING CHEMISTS. Members of well-known Sanitas Group, located South-west London, require qualified pharmacist for expanding laboratory with interesting development programme. Salary commensurate with experience. Excellent prospects. Apply in confidence to: Laboratory Director, Oppenheimer, Son & Company Ltd., 43/55 Clapham Road, S.W.9. C 6799

REPRESENTATIVE REQUIRED to call on hospital and industrial users of Pharmaceuticals and cleaning materials. Based on South Lancs or West Riding. Age preferred 24-28. Pharmaceutical background would be an advantage. Company car provided. Apply giving relevant details to Box C 6788.

PHARMACIST

to manage control and development laboratories and to be responsible for the production and quality of a wide range of pharmaceutical preparations, tablets and cosmetics. Apply Harker Stagg Limited, Emmott Street, London, E.1. C 6760

A CAREER IN

PHARMACEUTICAL DISTRIBUTION

Pharmacists, aged 25-35, are invited to apply for the position of Assistant Managing Pharmacist at our Camberwell Branch. Experience in retail and/or hospital practice essential and must be interested in business methods and organisation. This post is progressive and can lead to promotion to Managing Pharmacist. Salary according to age and experience. Three weeks' holiday per annum and staff pension scheme in operation. Comfortable working conditions.

Apply in first instance giving full particulars of career to:

F. Booth, Esq., M.P.S.,
MACARTHYS LIMITED,
Chesham House, Chesham Close,
Romford, Essex

C 6810

PHARMACIST

Wanted—Pharmacist for tablet making department. Five-day week. Very good salary and excellent prospects. Previous experience an advantage but this is not essential. The position would be ideal for a newly qualified man who would like to make his career in industry.

Apply the Secretary,
APPROVED PRESCRIPTION SERVICES LTD.,
CLECKHEATON, YORKSHIRE.

C 6773

PHARMACEUTICALS DIVISION

Formulation Research

A graduate, preferably in Pharmacy is required for an interesting position as an Experimental Officer in our Formulation Research Group at Alderley Park, Cheshire.

The function of this group is to study problems in the fields of Biopharmaceutics and Physical Pharmacy; particularly those which concern the Company's products. The job offers plenty of scope for original thought and initiative and would suit someone who is keen to learn and keep abreast of developments in these two fields.

In addition to a 37½-hour, five-day week, the successful applicant will benefit by an Employees' Profit Sharing Scheme and a contributory pension fund. Married men may be eligible for assistance in house purchase and removal expenses.

Applicants having a penchant for Physical Chemistry and who may have had some experience in the Pharmaceutical Industry of either formulating new products or devising analytical methods for them, are invited to write giving brief details of their age, qualifications and experience to:—

The Personnel Manager (R.B.P.),
IMPERIAL CHEMICAL INDUSTRIES LIMITED,
PHARMACEUTICALS DIVISION,
FULSHAW HALL, **WILMSLOW,** CHESHIRE

C 6791

SITUATIONS WANTED

PROCESS WORKER seeks position. Knowledge of pharmaceutical and cosmetic preparations. London area preferred. Box C 1658.

AGENTS

HAIRDRESSING: Agents with good connection to the ladies' and gents' trade required by sole distributors of an exclusive range of prominent professional hair care products which ensure constant repeats. Apply with full details, Sales Director, Box C 1651.

HAIRDRESSING: PRESTIGE AGENCY. Agents with first class connections to the ladies' and gent's trade required for all areas by sole distributors of an exclusive range of prominent professional hair care products which ensure constant repeats. Apply with full details Sales Director, Box C 1682.

MANUFACTURER of absorbent cotton wool and cotton wool products requires the services of an active agent for the Midlands area to visit present accounts and develop large potential market. Sales mostly to wholesalers and manufacturing chemists. Box C 1674.

SCOTLAND/N. IRELAND. Agent, well connected chemists, stores (perfumery depts.) and high-class hairdressers requires further lines. Chemists' sundries, toiletries and cosmetics mainly required. Box C 1661.

MANUFACTURER of absorbent cotton wool and cotton wool products requires the services of an active agent for Scotland to visit present accounts and develop large potential market. Sales mostly to wholesalers and manufacturing chemists. Box C 1673.

BUSINESS OPPORTUNITIES

A LIMITED COMPANY formed for £18 complete. Ready-made Companies £20. Express Company Registrations, Ltd. (Dept. 37), 70 Finsbury Pavement, E.C.2. NAT. 5434/5. C 755

ADVERTISER wishes to invest and share interests in small cosmetics manufacturing concern. Write: Ibanez, 3 Wavertree Road, London, S.W.2. C 1675

DISTRIBUTOR REQUIRED for proven toilet speciality selling entirely to chemists and stores. National coverage essential. Advertising support given. Box C 1683.

LEADING MANUFACTURER introducing latest type of chemists' display shelving, showcases and complete dispensary fittings, seeks shops to act as show installations. Rocano Ltd., St. Paul Street, Bristol, 2. C 759

WANTED

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8. C 140

MISCELLANEOUS

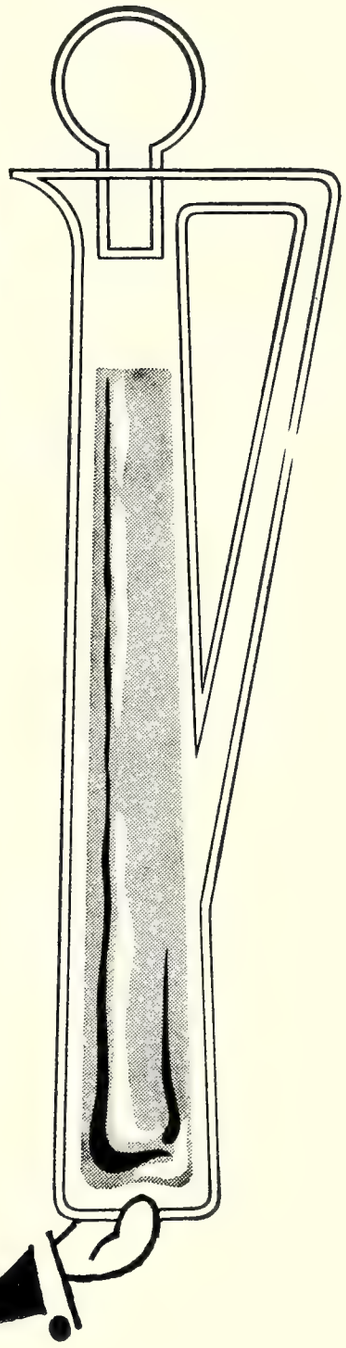
HEALTHCRAFT NATURAL VITAMINS. Brand leaders. Best trade terms. Direct or through your wholesaler. Details from Healthcrafts, The Manor House, Worcester Park, Surrey. DERwent 3877/89. C 722

INTERSIGNS! Perfect, precision-moulded plastic letters, up to 12 in. high, for Shop-Fronts, Signs and Fascias. Colourful, weatherproof and easily fixed. Illustrated brochure from P.M. PLASTICS, 168 Holdenhurst Road, Bournemouth. (Telephone: 22374.) C 1679

SUPPORT STOCKINGS, F.F. Lucky Charm Brand. Retail 19/11. Send for price list today: Edward Kaye Ltd., Spencer House, South Place, London, E.C.2. C 765

Printed by THE HAYCOCK PRESS, LTD., 2 Exmoor Street, London, W.10,
and published by the Proprietors, MORGAN BROTHERS (PUBLISHERS), LIMITED, at 28 Essex Street, London, W.C.2 40/24/16S

SEÑOR OLIVA SELLS SPANISH OLIVE OIL FOR YOU. SEE HIM IN THE PRESS & ON T.V. NOW



Starts next month–

A big selling campaign for Spanish Olive Oil featuring well known TV personality, Pearl Catlin AND introducing SENOR OLIVA, the gay new symbol of Spanish Olive Oil.
SENOR OLIVA presents recipes specially created for Spanish Olive Oil and designed to show how Spanish Olive Oil makes familiar dishes extra special. He offers a free book of Continental recipes too.
Spanish Olive Oil advertising is seen regularly by millions on ATV London and in the Daily Telegraph, Sunday Times, Observer, Woman and Woman's Own. So cash in on the demand. Order Spanish Olive Oil now.

SPANISH OLIVE OIL

The CHEMIST AND DRUGGIST
FEBRUARY 19, 1966

Pharmaceuticals are clearly safer in

BEATSON

GLASS CONTAINERS

BEATSON, CLARK & CO. LTD., ROTHERHAM, YORKSHIRE. Tel. 3188

BC127

SUNGLASSES

The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

FEBRUARY 26 1966

Dramamine,
Pro-Banthine,
Aldactone-A,
Ovulen

all accepted leaders in their
respective fields–
all products of Searle research

"You get your medicinal stuff locally I see."

"Oh yes - have done for years. Nobody like your own chemist, you know. Besides - with his own name on things you are sure of the personal touch."

is *your* name active like this?

ARTHUR H. COX & CO. LTD.

Originators of the most comprehensive Own Name—Own Brand manufacturing and packaging service for chemists

BRIGHTON ENGLAND

Our prices stay the same

Nothing goes up with BAND-AID Washproof Plasters
BRAND
—except the sales

* They're still the best value for money
* No other plasters have 'Super-stick'
* No other plasters have such effective promotions and advertising

Check your stocks now

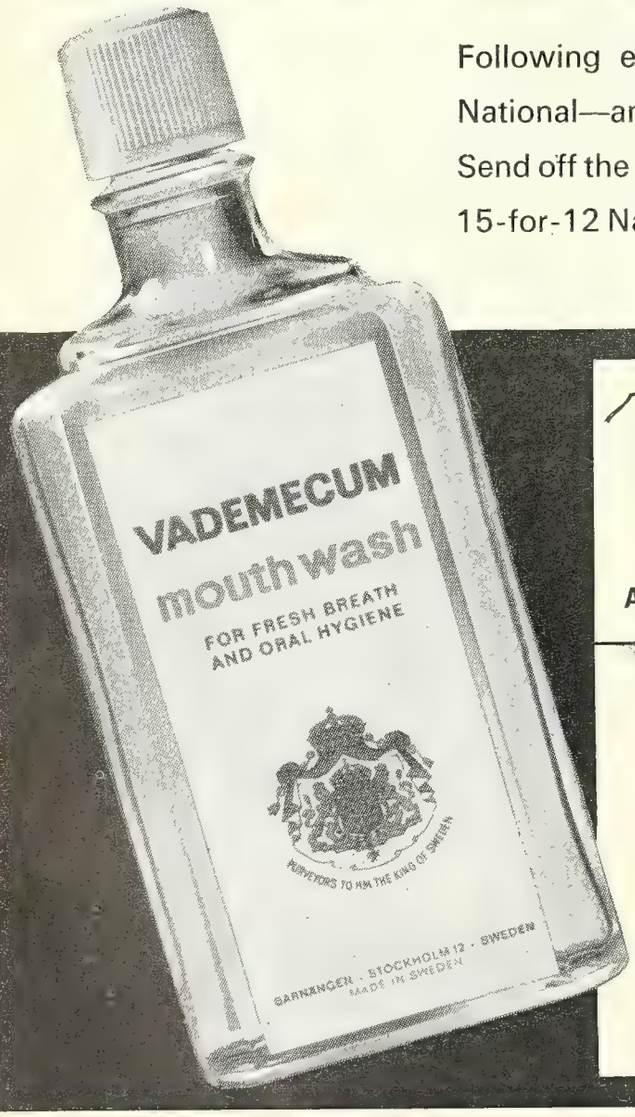
A

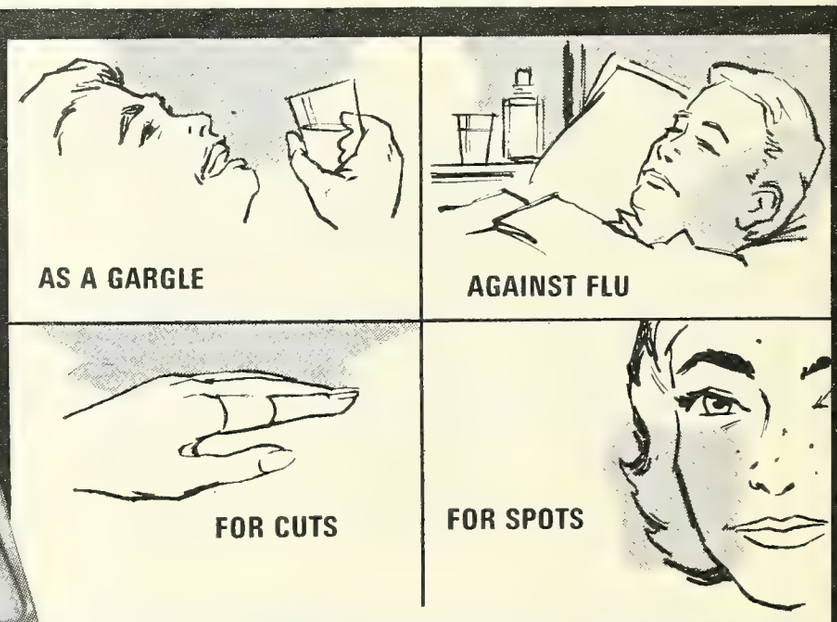
Now going National!

VADEMECUM

Following extensive tests, Vademecum mouthwash is going National—and selling *only through pharmacies.*

Send off the coupon below *now* for your order— with the special 15-for-12 National Launch Bonus!





Vademecum mouthwash—the Swedish way to fresh breath and oral hygiene—the recommended product for colds, flu, cuts, grazes, bites, spots . . .

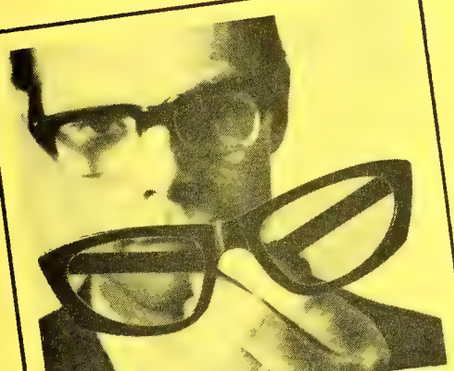
COOL-RAY bulletin

COOL-RAY SUNGLASSES—a division of the
BRITISH AMERICAN OPTICAL CO. LTD
Radlett Rd, Watford, Herts. WA 22309

NOW! EXTRA PROFIT

March is Bonus Month your profit increased to over 70%. Contact your wholesaler NOW!

Have YOU ordered your Cool-Ray sunglasses yet?



Protect your eyes **two ways** with **COOL-RAY** sunglasses

AGAINST GLARE · AGAINST DISTORTION

Protect your eyes against glare *and* the harmful effects of vision distorting lenses—choose COOL-RAY! COOL RAY Sunban glasses have true distortion-free lenses developed from more than fifty years optical experience. They can't interfere with your vision—but they can and do cut out all the harsh glare and dazzle that could so easily tire and even damage your eyes.

COOL-RAY sunglasses have a unique tint—light enough for spring and autumn use yet fully protective against winter snow-light and summer sun. *All year round* they're good to look through—good to look at too with styling by Carl Michelle.

SPECIAL FOR SPECTACLE-WEARERS!

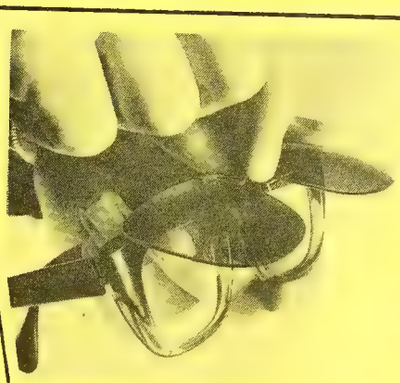
ASK YOUR CHEMIST FOR

COOL-RAY

SUNBAN

SUNGLASSES WITH THE DISTORTION-FREE LENSES

MANY STYLES from 7/6 to 35/-



COOL-RAY Flip-ups

for spectacle-wearer's personal sunglasses

COOL RAY Flip-Ups have true distortion-free lenses developed from 50 years optical experience. Slipped on to your ordinary spectacles they cut glare *without disturbing the correction those spectacles were made to give your sight.* Flip them up when you move into the shade, flip down in the sun—and see perfectly all the time!

COOL RAY Flip-Ups have a unique tint—light enough for spring and autumn use yet fully protective against winter snow-light and summer sun. Wear them *all year round* and they weigh so little (one fifth of an ounce) you can't feel they're there. Flip-Ups are so neat people mistake them for regular sunglasses—the choice of lens-shapes includes one to fit your spectacles exactly.

IF YOU DON'T WEAR SPECTACLES

Regular COOL RAY sunglasses are for you! Distortion-free lenses and the unique tint give you 100% protection against glare, against distortion. All year round they're good to look through—good to look at too. With styling by Carl Michelle.

ASK YOUR CHEMIST FOR

COOL-RAY

SUNBAN

SUNGLASSES WITH THE DISTORTION-FREE LENSES

FLIP-UPS 14/6 SUNGLASSES FROM 7/6—35/-

Time is getting short! These advertisements will start appearing in the DAILY EXPRESS and DAILY MIRROR before Easter. They're planned to reach over 27½ million readers. Once the campaign breaks, the rush will really be on. Make sure of *your* supplies, with a free Dispenser Unit, NOW!

PHONE YOUR WHOLESALER, OR POST HIM THIS COUPON CLIPPED TO YOUR LETTERHEAD, TODAY!

Please send me the Cool-Ray Sunglasses catalogue and full details

(SIGNATURE)

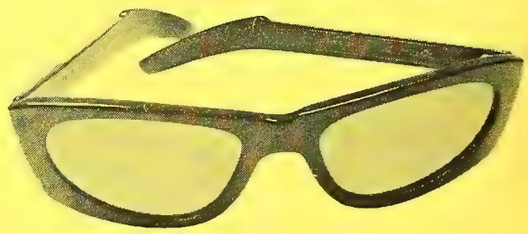
COOL-RAY SUNGLASSES

Designed to meet your customers' needs...

DISTORTION-FREE LENSES Cool-Ray's high-quality lenses are true and distortion-free. They cut out glare without impairing vision.

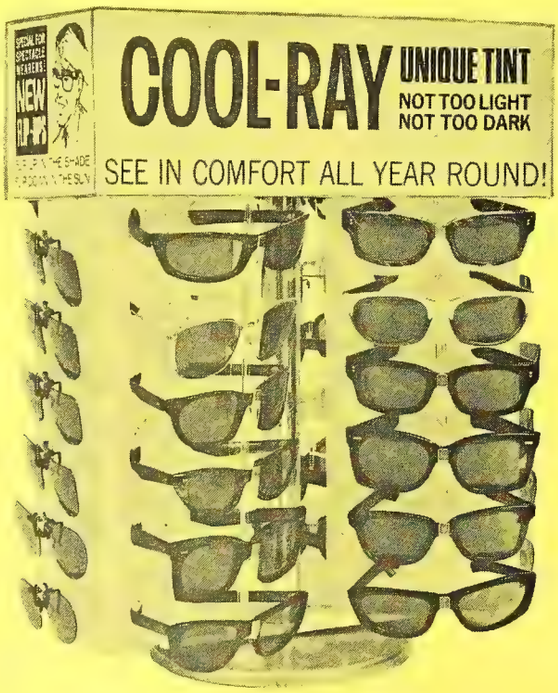
YEAR-ROUND TINT Cool-Ray have a unique grey tint which is dark enough to cope with summer sunlight and the brilliance of winter snow scenes, yet light enough to wear in less intense spring and autumn light.

FLIP-UPS FOR SPECTACLE WEARERS Weighing only 1/5th oz., these slip on to ordinary spectacles and flip up in the shade, flip down in the sun at a touch. Distortion-free lenses enable your spectacle-wearing customers to protect their eyes against glare while retaining the corrective action of their ordinary glasses unimpaired. The 2 styles and 4 sizes are cleverly designed to match almost all spectacle shapes.



MODERN STYLING The 11 attractive styles have been specially designed by Cari Michelle to cover every taste.

POPULAR PRICE RANGE Retailing at from 7/6 to 35/-, Cool-Ray are plumb in the middle of the market — neither 'cheap' nor too dear. They represent value for money your customers will be quick to appreciate.



TO GET YOUR COOL-RAY CATALOGUE POST THE SLIP OVERLEAF

...and your own!

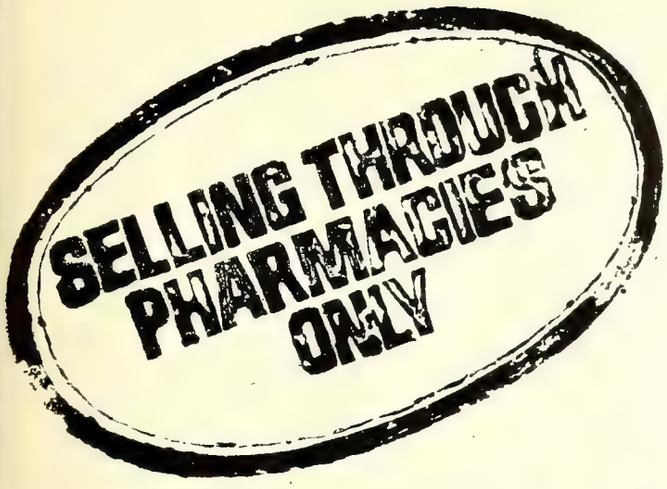
HIGH PROFIT—QUICK RETURNS Cool-Ray sunglasses are priced to give you a sizeable profit on each and every sale, and they're outstandingly fast-moving. Every inch of space you give them really works hard for you!

ATTRACTIVE FREE DISPLAY UNITS — Even with a 36 sunglass order! You can choose from three rotary self-selection units — one floor-standing, two counter-mounted — FREE when you order Cool-Ray. Re-ordering brings you additional free units, if required.

EXTENDED SELLING SEASON Cool-Ray's unique tint gives you the chance to make sales whenever the sun shines!

SIMPLIFIED STOCKING Cool-Ray policy guarantees that style numbers will not be changed. Stocking and re-stocking are simplified, and the lasting attractiveness of the styles means that costly mark-downs are eliminated.

POWERFUL ADVERTISING SUPPORT National press advertising for Cool-Ray sunglasses starts before Easter. There's a special advertisement for flip-ups, too. With this sort of backing, you can't go wrong.

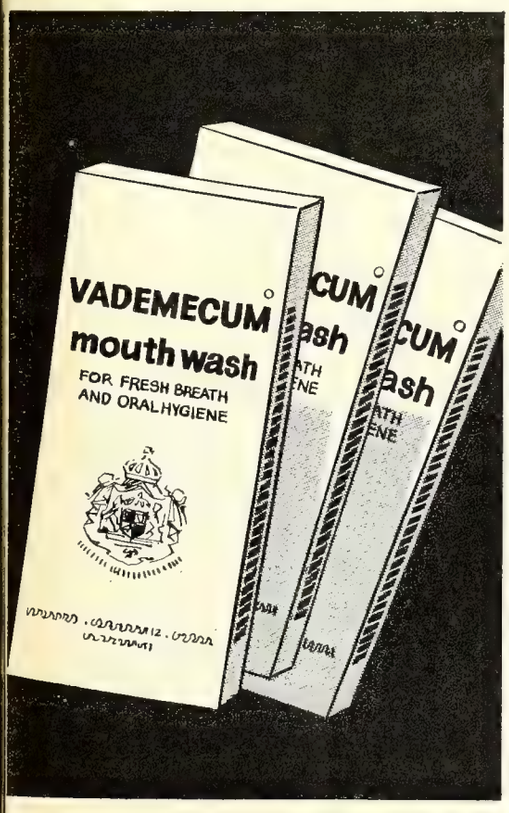


mouth wash

You can recommend Vademecum mouthwash—for efficacy, reliability, economy, safety.

Also available through pharmacies only: Vademecum toothpaste.

BEST VALUE ON THE MARKET!
Vademecum mouthwash is *triple concentrated* and needs to be diluted for every application. One bottle therefore lasts and lasts and lasts—making it the most economical antiseptic mouthwash on the market!



THIS IS YOUR PROFIT! Trade price per doz.: £2.10.0 (inc. P.T.). Retail price per doz.: £3.9.0. Profit: 19/-. Plus three free packs as bonus offer (retail value 17/3).

TOTAL PROFIT: £1.13.9 on every dozen ordered

Note: All invoices will be charged through your wholesaler
Also available in Medium and Large sizes.

NATIONAL LAUNCH BONUS OFFER!

15 for 12 Don't miss this opportunity for profit; offer ends March 31st — send this coupon *now.*

To Barnangens Vademecum Ltd., 4 Tribune Drive, Sittingbourne, Kent
Please send me.....dozen Vademecum mouthwash and invoice my wholesaler under the terms of your launch bonus offer.

Name .....

Address .....

Signed .....
Wholesaler's name and address .....

"ZONO" THERM-O-WOOL (REGD).

2/4d. and 3/10d. PACKETS

FOR SAMPLES WITH TRADE AND WHOLESALE PRICES WRITE TO CARTER BROS. OF SHIPLEY (YORKS).

BURROUGH'S
S.V.R. DOUBLY RECTIFIED
JAMES BURROUGH LTD.
VAUXHALL ST. LONDON S.E.11

MAUND & BERG
SPECIALISTS
IN
"PURPOSE MADE"
PHARMACY FITTINGS, COUNTERS, ETC.
Enquiries invited
Dept. C.D.,
175-9 OLD STREET, LONDON, E.C.1
Tel.: CLErkenwell 1782

WRITE FOR OUR 1966 CATALOGUE
'OLIVER GOLDSMITH' EYE-CATCHING FASHION SUNGLASSES receive more EDITORIAL PUBLICITY THAN ANY OTHER Sunglasses in the world.
INCREASE YOUR SALES WITH 'OLIVERS'
Oliver Goldsmith, Dept CD, 60 Poland St., London, W.1
GERrard 4653

Tailor made Shopfronts & Interiors
Schemes and Quotations free of charge
Write to ARMSHAW BROS. LTD.
Tel: Sale 9158 80 CROSS ST., SALE, CHESHIRE

calsalettes Half a century of established reputation allows you to recommend these safe laxative tablets with absolute confidence.
Retail Prices: 20's—1/9. 100's—6/9.
TORBET LABORATORIES LTD.
24 Great King Street, Edinburgh, 3.

When your customers ask for
WHEAT GERM- *Sell them*
FROMENT
STABILIZED PURE WHEAT GERM

RECOMMENDED FOR NERVES, HEALTH & ENERGY —FROMENT HAS A LOVELY NUTTY FLAVOUR WHICH EVERYONE ENJOYS.
DOUBLE SIZE 8oz. FAMILY PACK ONLY 6/- 14oz. CARTON 3/3 7oz. CARTON 1/9
Sole Manufacturers
JOHN H. HERON LTD.,
HOOK ROAD MILLS, GOOLE. TEL 1153

The pure soap Simple Soap for troublesome skins

Pure—unadulterated, containing no perfume, no colouring, no filling, and no antiseptics; prescribed by Dermatologists for troublesome and allergic skins—SIMPLE SOAP is the soap YOU can recommend with confidence.

1/4d. Tablet — FROM YOUR WHOLESALER

THE ALBION SOAP CO. LTD., Hampton, Middx. Phone: MOLESEY 5062

BERDOE & FISH
Chemists' Transfer Agents and Valuers
41 ARGYLE SQUARE, KING'S CROSS, W.C.1
(opposite St. Pancras and King's Cross Stations)

VALUATIONS for all purposes
BUSINESSES urgently required
STOCKTAKING for Income Tax purposes
TRANSFERS without publicity our speciality

● All Valuations and Stocktakings carried out under personal supervision of principals.

Established 1870 Phone: TERminus 3574

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FENCOLOR PROCESSING LABORATORY

Prints from transparencies — duplicate colour prints, transparencies from colour prints, everything you ever need plus Personal Service.

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P.O. BOX 47, ABBEY ROAD, CAMBRIDGE. *Tel:* 54507

INDEX TO ADVERTISERS

Aladdin Industries, Ltd. 32, 33
Albion Soap Co., Ltd., The 4
Alcan (U.K.), Ltd. 38, 39
Amelco Imports (London), Ltd. 18

Barnangens Vademecum, Ltd. 2, 3
Berdoe & Fish, Ltd. 4
Braun, L., Ltd. ..... Interleaved Edit., 28
British American Optical Co., Ltd. ..... Inset
Brown, N. C., Ltd. 44
Burrough, James, Ltd. 4
Burroughs Wellcome & Co. ..... Price List Sup., page 1

Carter Bros. 4
Chemist & Druggist—Tablet Chart 17
Corre, A., & Son, Ltd. ..... Interleaved Edit., 26
Counterpoint Equipment, Ltd. 36
Cox, A. H., & Co., Ltd. ..... Cover ii

Degenhardt & Co., Ltd. ..... Interleaved Edit., 27

Eucryl, Ltd. 34, 35

Fencolor Laboratory, Ltd. 4
Freeman, William, & Co., Ltd. 8

Goddard, J. G., & Co., Ltd. 44

Heron, John, Ltd. 4
Holloway, E. R., Ltd. ..... Interleaved Edit., 24, 25

International Chemical Co., Ltd. 16

Japanese Cameras, Ltd. 8
Johnson & Johnson (G.B.), Ltd. 1

Kimberly-Clark, Ltd. (Chiefs) ..... Interleaved Edit., 21
Kimberly-Clark, Ltd. (Kotex) 37

Lederle Laboratories, Ltd. 44
Lessar Brothers, Ltd. ..... Interleaved Edit., 28

Maund & Berg, Ltd. 4
Maws Pharmacy Supplies, Ltd. 42, 43

Newnes, George, Ltd. 10, 11
Norton, M. & R., Ltd. ..... Interleaved Edit., 22
Noxzema Chemical Co., Ltd. 13

Oliver Goldsmith, P., Ltd. 4
Ormskirk Photo Service, Ltd. 16

Parke, Davis & Co. 20
Plough Inc. (U.K.), Ltd. ..... Cover iv
Polaroid (U.K.), Ltd. ..... Interleaved Edit., 23

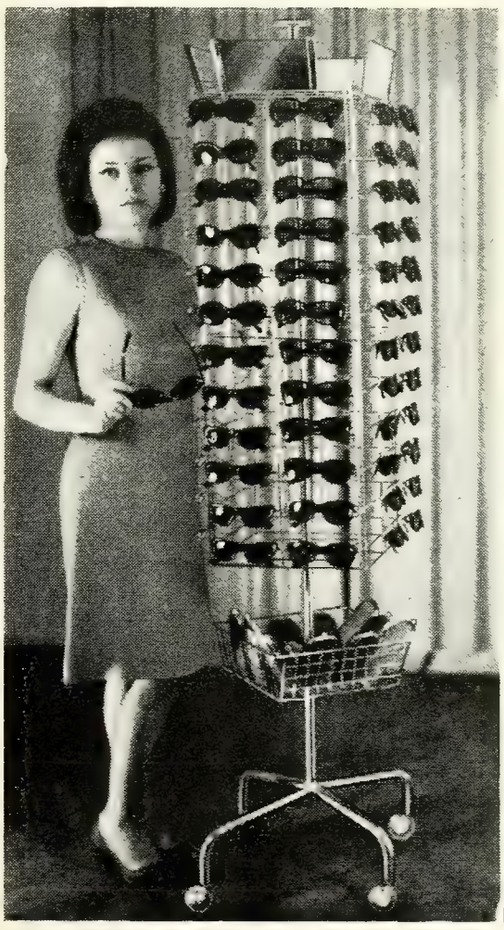
Raywarp Textiles, Ltd. ..... Cover iii
Remington Electric Shaver, Ltd. 29, 30, 31
Revlon International Corp. 6, 7

Sanitas Group Sales, Ltd. 19
Searle, G. D., & Co., Ltd. ..... Cover i
Silber, J. J., Ltd. 41
Supervite Manufacturing Co., Ltd. 205

Titcomb, W. H., Ltd. 5
Toni Co., Ltd. 14, 15
Trufood, Ltd. 42, 43

Vitamins, Ltd. 40

Whitecross Optical Co. 9
Waide, Thomas, & Sons, Ltd. 12



FASHION SUNGLASSES '66

- **WIDEST SELECTION** of carefully chosen exclusives from top Continental collections (Including "Phototropics").
- **OPTICALLY CORRECT** Italian Fashion designs. Choice of two acceptably priced top quality styles.
- **YOUR CHOICE** from our wide exclusive range can include POLAROID, WHITECROSS, COOLRAY etc., and will entitle you to a
- **FREE FLOOR STAND** or **FREE** counter display unit for the smaller buyer.

FASHION SUNGLASSES · W. H. TITCOMB
24 HURN ROAD CHRISTCHURCH
Tel: Christchurch 252 HANTS

CHEMIST AND DRUGGIST
February 26, 1966

Revlon chooses the Sunday Express

Today, there is a way for a man to get rid of ugly dandruff

(no matter what anybody claims!)

Revlon's new hairdressing ZP[11] regularly used, positively ends dandruff, as American medical evidence proves, in 78% of all cases

Today, a major medical discovery has been made, which with regular use, stops dandruff flaking, itching, scaling, burning and crusting—not for just a day, but forever.

A radically new formula... Revlon has discovered a remarkable new formula, ZP[11] anti-dandruff hairdressing, containing Zinc-Pyridinethione, which stops all dandruff symptoms permanently with regular use. It penetrates the scalp and safely treats it 24 hours a day.

Doctors were sceptical... For three years, a team of eminent American skin specialists tested Revlon's ZP[11] formula on hundreds of men with both simple and severe dandruff conditions. The doctors found that in 78% of all cases every sign of dandr completely disappeared.

Remarkably easy to use... New Revlon Z a moisturizing cream hairdressing that grooms hair perfectly while eliminating all signs of dand And it works fast. Most cases improve within the first two weeks. A formula proven by eminent doctors eliminates the problem of dandruff; a problem which has plagued man for centuries.

Revlon ZP[11] formula hairdressing really works!

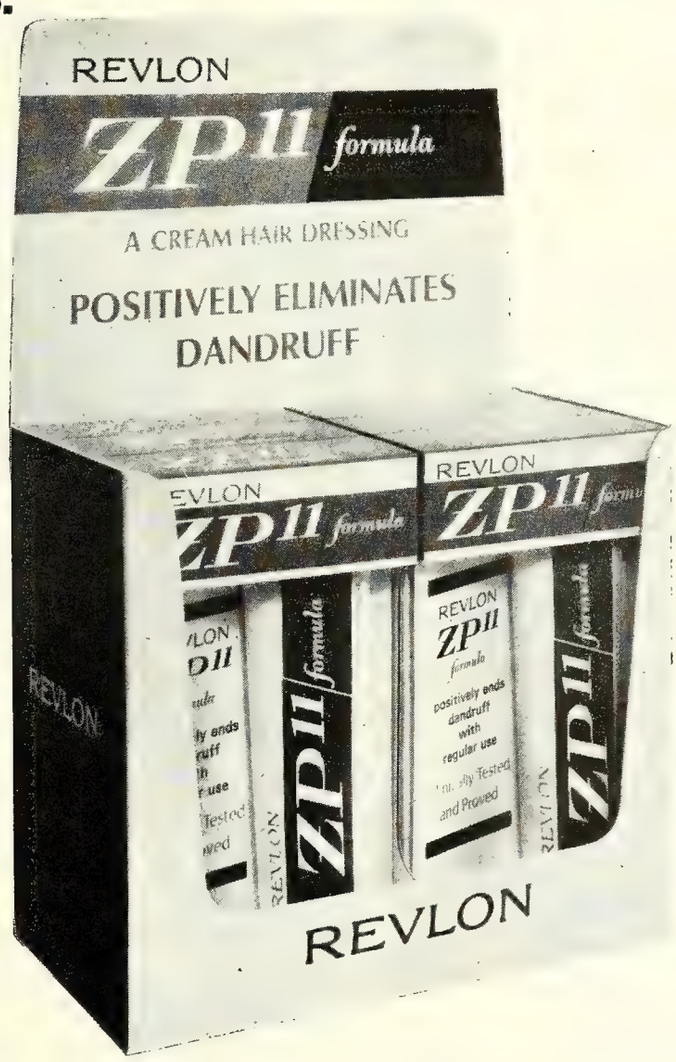
new Revlon ZP[11] formula

Positively ends dandruff with regular use.

More than 10,500,000 readers saw this full page advertisement in the Sunday Express announcing Revlon's remarkable new hairdressing ZP[11].

The only hairdressing that positively eliminates dandruff with regular use.

And it is sold only through Revlon franchised distributors.



Further advertisements in the Sunday Express will continue to stimulate an already great demand.

Make sure you have ample supplies to keep ZP[11] on your counter.

BRITAIN'S BEST SELLING RANGE OF

REGISTERED

SUBA·SEAL

TRADE MARK

SWIM CAPS

SWIM CAPS The SUBA-SEAL range of fashion styled swim caps is unbeatable for price, quality and presentation. Floral caps are available in a wide choice of colours and sizes and are individually packed in plastic beach bags with draw string fastenings and descriptive disc.

ALICE BAND
The superbly presented SUBA-SEAL Alice Band for the beach girl who wants to keep her hair tidy, makes a brilliant accessory for the latest styles in beachwear.

CLUB CAPS
Club caps for competitive swimmers and appealing designs for children complete the 1966 family range.

POINT-OF-SALE Colourful point-of-sale counter pack supplied for immediate display. Send now for full colour descriptive literature with full details of the SUBA-SEAL Standard Swim Cap range to

William Freeman & Co. Ltd., Suba-Seal Works Staincross, Barnsley, Yorks. Tel: Barnsley 4081

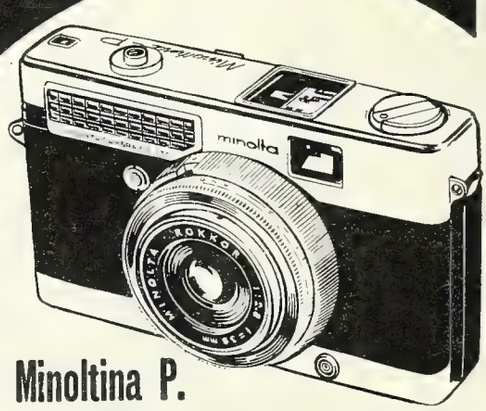
Minolta

magnificent!

The Minolta range of cameras represents the pinnacle of technical quality and the most beautifully engineered equipment. You know when you look at Minolta that these are the finest cameras money can buy.

minolta

MINOLTA CAMERAS ARE MANUFACTURED BY MINOLTA CAMERA CO., OSAKA, JAPAN



Minoltina P.

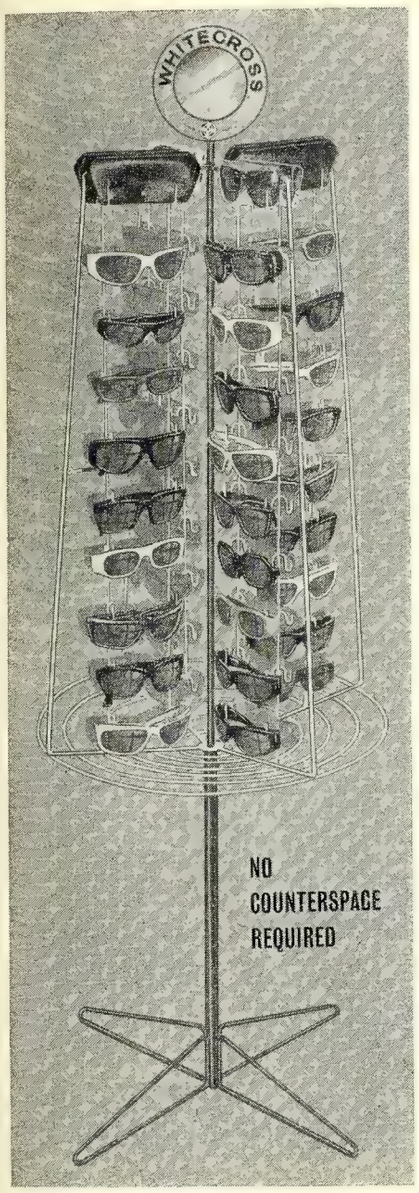
This magnificent camera from the Minolta range is a 35mm slim-line compact, giving full frame pictures. The slim, go anywhere design is really superb and is enhanced by an advanced specification at a really competitive price. An exposure ring sets the camera in one simple operation and the unique "Uni-View" also has focus indicator. The lens?—the superb f2.8 Rokkor of course.

The Minoltina P. retails at
£32. 19. 6.
E.R. case £2. 14. 3.

japanese cameras LIMITED

For full details of Minoltina P write to :—
Dept JM.37, Japanese Cameras Ltd., 50 Piccadilly, Tunstall, Stoke-on-Trent, Staffs

LONDON SHOWROOM: 21 NOEL STREET, WARDOUR ST., W.1



FOR GLAMOUR IN 1966....

Whitecross

DISPLAY STANDS SELL MORE SUNGLASSES!!

THE WHITECROSS 'MAJESTIC'

An imposing revolving floor display stand – no counterspace required – supplied FREE with a fashionable range of :–
18 dozen assorted sunglasses retailing from 2/11 to 9/11 each
and 2 dozen assorted clipovers retailing at 6/9 and 7/11 each

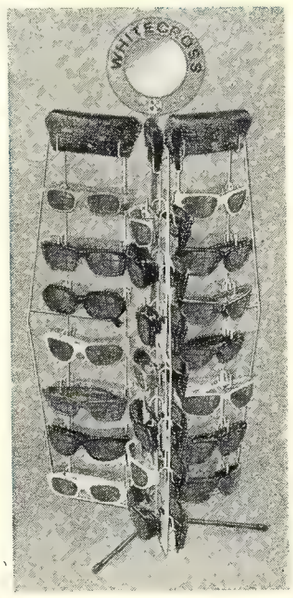
Cost of complete unit to retailer only £49.17.4

All our sunglasses are available as individual lines

THE WHITECROSS 'RIVIERA'

A smart revolving counter display stand supplied FREE with an attractive assortment of:–
10 dozen assorted sunglasses retailing from 3/11 to 8/11 each and
1 dozen assorted clipovers retailing at 7/11 each

Cost of complete unit to retailer only £28.18.0

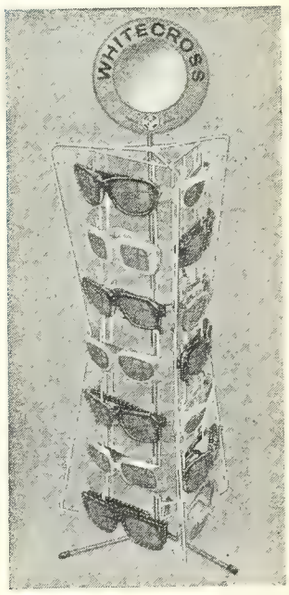


THE WHITECROSS 'COCKTAIL'

An attractive revolving counter display stand supplied FREE with a stylish selection of :–
5 dozen assorted sunglasses retailing from 10/6 to 15/11 each

Cost of complete unit to retailer only £25.6.8

Ask your usual wholesaler for illustrated catalogue showing our complete range retailing from 2/11 each.



THE WHITECROSS OPTICAL COMPANY OF LONDON *(Proprietors: Fredk. Lehmann Co. Ltd.)*
Frederick Works, Rochester Place, London N.W.1. Telephone: GULliver 6731

B

7 million women come shopping every week with *woman's own*

Here are the products to be advertised in *woman's own* during the next month. Exploit their tremendous sales potential with prominent displays wherever possible. Every week *woman's own* sells toilet, health and beauty preparations to 7,102,000 women, including 5,719,000 housewives who shop for the whole family. A third of *all* your women customers get the message when it's advertised in *woman's own.*

Medical & Health Products

Colour

Energen Crispbread (twice)
Lilia
Lil-lets
Limmits
Minibisks (three times)
P.L.J.

Monotone

Anadin (twice)
Angiers Junior Aspirin
Beecham's Pills
Beecham's Powders (twice)
Bisks
Buckfast Tonic Wine
Cameo
Daisy Tablets
Doan's Pills (twice)
E.P. Tablets
Earex Ear Drops
Ex-Lax (twice)
Fynnon Salt
Germolene
Germoloids
Gibbs Fluoride Toothpaste
Milk of Magnesia
Ovaltine
Phensic
Phillip's Tonic Yeast (twice)
Scholl Nylastick Stockings
Silcot
Tampax (twice)
Three Noughts Cough Syrup
Vick Vapour Rub

Beauty & Hair Products

Colour

Astral Skin Cream (twice)
Breck Hair Preparations (twice)
Clairol Loving Care
Clairol Nice n' Easy
Color-Glo
Gala Cosmetics
Harmony (twice)
Hiltone

Helena Rubinstein—Bio-Clear
Helena Rubinstein—Scimitar Mascara
Sunsilk Shampoos
Supersoft Shampoo
Vaseline Lemon Shampoo (twice)

Monotone
Christy's Lanoline Face Pack (twice)
Cuticura
Cutipen (twice)
Dixor
Endocil
Fix
Anne French—Immac
Helena Rubinstein Cosmetics
Lemon Delph Freshener
Lincolin Toiletries
Oil of Ulay (twice)
Pin-Up Home Perm
Proteinail
Supersoft Hair Spray
Ulay Vitamin Night Cream
Val-Pak
Winbloom Shampoo & Hair Lacquer
Yardley Lipsticks
Yardley Cream Powder

Toilet Soaps

Colour
Knight's Castile
Pears Soap

Household Products & Other Lines

Colour
Andrex
Dixcel Tissues

Monotone
Aquasan (twice)
Zoflora Disinfectant

Baby Products

Monotone
Bonny Bouncer
Dinneford's
Farley's Infant Food
Farley's Farlene
Gerber Baby Foods
Heinz Baby Foods
Nurse Harvey's Gripe Mixture
Robinson's Instant Baby Food
Woodward's Gripe Water

This is the twenty-eighth Merchandising Bulletin for chemists. If you would like further copies of this bulletin, or would like to receive them regularly by mail, please write to the Merchandising Manager, Woman's Own Advertisement Department, Tower House, Southampton Street, London WC2 Temple Bar 4363

what women see in *woman's own* they trust —and buy!

Readership figures from IPA NRS, October 1964—June 1965

IMPORTANT NOTICE

APPROVED TO BRITISH STANDARD

from

THOMAS WAIDE & SONS LTD. - *CHEMISTS' PRINTERS* - LEEDS

WE have applied for a licence to use the 'Kite Mark' (illustrated above) on the boxes containing our most popular sizes of Tablet Carton but this will not be granted by the British Standards Institute until such time as we prove that we can consistently meet with their specifications. The B.S.I. have also suggested the adoption of four new sizes of tablet carton and you will see below that we are about to adopt these.

As from March 1st all orders received for the popular sizes of printed tablet carton will automatically be manufactured to the nearest new size and specification. The new prices will also apply but these cartons will not carry the 'Kite Mark' until such time as the licence is granted.

PRESENT		NEW	
T.C.1 Size	$1\frac{3}{8}'' \times \frac{7}{8}'' \times \frac{7}{16}''$	D.10 Size	$1'' \times \frac{1}{2}'' \times 1\frac{1}{4}''$
T.C.2 Size	$1\frac{3}{4}'' \times 1\frac{7}{32}'' \times \frac{19}{32}''$	D.25 Size	$1\frac{1}{4}'' \times \frac{5}{8}'' \times 1\frac{3}{4}''$
T.C.3 Size	$1\frac{15}{16}'' \times 1\frac{15}{32}'' \times \frac{27}{32}''$	D.50 Size	$1\frac{1}{2}'' \times \frac{7}{8}'' \times 2\frac{1}{4}''$
T.C.4 Size	$2\frac{9}{32}'' \times 1\frac{3}{4}'' \times \frac{29}{32}''$		
T.C.5 Size	$2\frac{7}{8}'' \times 1\frac{15}{16}'' \times 1\frac{1}{8}''$	D.100 Size	$2'' \times 1\frac{1}{4}'' \times 2\frac{3}{4}''$

Due to the superior materials and finer tolerances with which we will be working, prices per thousand will now be as follows:

	PRINTED			PLAIN			
Ref.	1000	2000	4000	500	1000	2000	4000
D.10	NOT NOW SUPPLIED			15/-	22/-	21/-	20/-
D.25	38/-	30/-	26/-	16/-	23/-	22/-	21/-
D.50	55/-	43/-	37/6	22/6	34/-	32/-	30/-
D.100	70/-	57/-	50/-	27/6	44/-	41/-	38/-

PLAIN CARTONS: As soon as present stocks are exhausted they will be replenished with cartons conforming to B.S.I. specifications but it is impossible to say exactly when this will be.

New liquid assets

New Noxzema Liquid Skin Cream promises your customers 3 things:

1. Cleans up dirt
2. Clears up dry skin
3. Clears up surface blemishes

Noxzema Liquid offers the famous Noxzema Skin Cream formulation in a new popular lotion form.

The Noxzema range includes:
Noxzema Skin Cream 1-oz tube
Noxzema Skin Cream 2½-oz jar
Noxzema Liquid Skin Cream 2½-oz bottle

and New Noxzema Liquid Skin Cream promises you 3 things:

1. Big introductory bonus.
2. Hard-hitting advertising to over 2·7 million readers in: Woman's Realm · Woman's Mirror Honey · Petticoat
3. Introductory 6d and 1/- off coupons, redeemable against Noxzema Liquid or Noxzema Cream.

New packaging, with wider appeal to all beauty-conscious women, has been designed for the whole Noxzema range.

Sole suppliers: Chemist Brokers · Crown House · Morden · Surrey · Telephone: Morden 7284

C

Toni announces the contest of the year

Which girl has which Toni?

it wins prizes for your customers and prizes for you!

This Contest is open between March 21st and May 31st and this is the contest advertisement which will appear in Woman and Woman's Realm. **Only Woman and Woman's Realm are big enough magazines to carry the advertisements.** Between them, they reach 10,310,000 women*. That's *49% of all women**. Nearly half your women customers!

* *I.P.A. National Readership Survey.* ***October 1964—June 1965***

If your customer wins a prize, you get one too

What's in it for you

1st prize: £250 cash.

50 follow-up prizes of £5 each.

What's in it for your customers

1st prize: 10-day all expenses paid trip to New York for two (or £1,000 cash).

50 follow-up prizes of £5 gift boxes of assorted Toni products.

All you have to do to get in on the Contest

* Display Toni Home Perms—Curly and Uncurly.
* Display these crowners and entry form dispensers.
* Order more Toni Perms now.

Just fill in the coupon and make sure you're well supplied for the *Which girl has which Toni?* Contest. You could win a prize of £250 cash. For nothing but a sale!

The Toni Company, Farnborough, Hants.
I want to get in on the *Which girl has which Toni?* Contest. Please supply me with the following.
I understand that bonus trade terms of 12 invoiced as 11 apply until March 25.

- ☐ Toni Whole Head Regular
- ☐ Toni Whole Head Super
- ☐ Toni Whole Head Gentle
- ☐ Tip Toni Regular
- ☐ Tip Toni Super
- ☐ Tip Toni Gentle

Name_____

Address_____

_____

_____

Toni gives big prizes to retailers as well as consumers

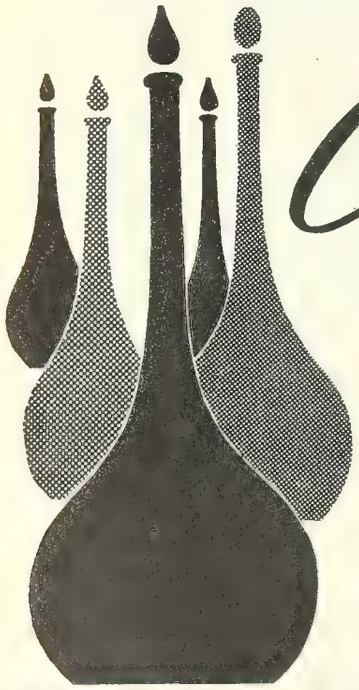
'Anne French'
TRADEMARK

DEEP CLEANSING MILK

NEW PRICES *effective* **MARCH 21ST 1966**

Size	Retail Price	List Price	Purchase Tax
Small	2/3d	16/4d	4/1d
Medium	3/9d	27/3d	6/10d
Large	7/6d	54/6d	13/8d

INTERNATIONAL CHEMICAL COMPANY LIMITED · CHENIES STREET · LONDON W.C.1



Calling all Chemists

ORMSKIRK 2208

DAILY COLLECTIONS in many parts of Lancashire throughout the year

One Bag service for Colour and Black and White

RAPID POSTAL SERVICE.

Order Pads and a large selection of Display Material on request,

Quick Service and Accurate Processing of

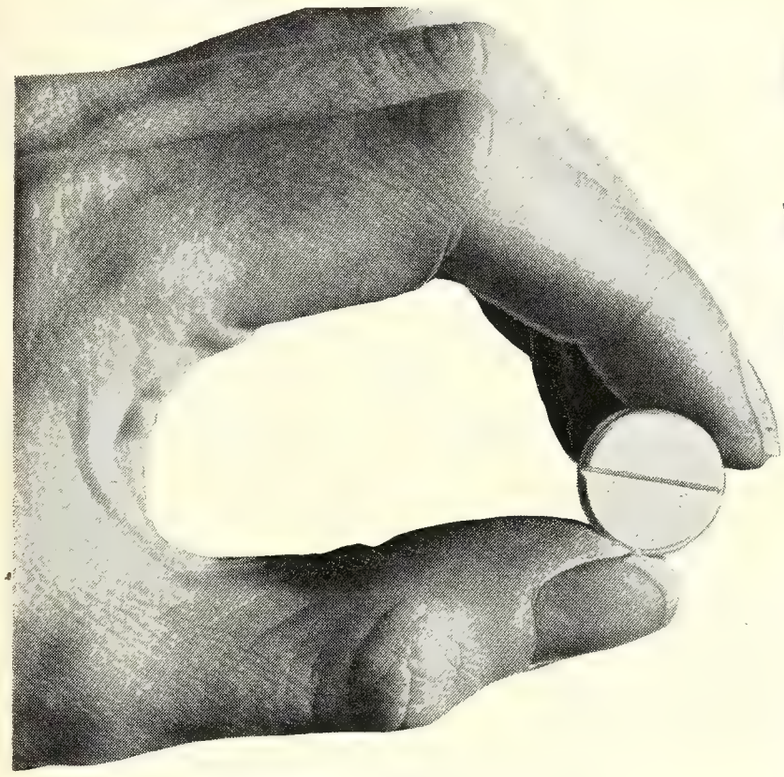
KODACOLOR·ILFOCOLOR·GEVACOLOR·AGFACOLOR
NEGATIVE FILMS

PRINTS FROM TRANSPARENCIES

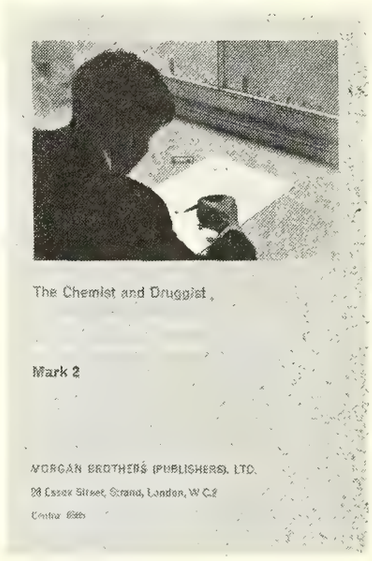
★ EKTACHROME (24 HOUR PROCESSING SERVICE) ★

Ormskirk Photo-Services Ltd

Dep.6, P.O. Box No 6, Derby St, Ormskirk, Lancs.
Telephone: ORMSKIRK 2208
Associated with Will R. Rose Limited in colour processing.



If you're asked what tablet this is...



...here is your guide

This new edition represents a major revision, dealing with the identifiable products of 175 manufacturers. A new method of colour matching has been adopted, and shape, diameter, markings and other characteristics are taken fully into account to assist in identification. The textual information is given in tabular form with alphabetical cross-references to make speedy reference easier.

For only 20/- you can have this handy guide.

Complete the coupon now to ensure your copy

The Publisher,
THE CHEMIST & DRUGGIST,
28 Essex Street, Strand, London, W.C.2. CENtral 6565

Please send me ..... Tablet and Capsule Identification Guide(s) @ 20/- each.
Remittance for.....enclosed.

NAME.....

ADDRESS.....

.....

manufacturers of the World Famous
SUN GLASSES
are pleased to inform their many friends
and distributors in the United Kingdom
of their Latest Production

SAMCOMATIC MIRACLE LENS SUN GLASSES:

REPRESENT THE GREATEST ADVANCE DURING THE LAST 25 YEARS.

SAMCOMATIC SUN GLASSES FUNCTION INGENIOUSLY; THEY AUTOMATICALLY TURN TO SMOKY-GREY WHEN WORN IN THE SUN, THUS REDUCING THE EFFECT OF ULTRA VIOLET RAYS AND PREVENTING EYE STRAIN, THEN RETURNING TO THE NORMAL COLOUR OF ROSAL IN THE SHADE, THUS PERMITTING MAXIMUM REGULATED VISION FOR KEENER VISIBILITY.

SAMCOMATIC SUNLIGHT REGULATING LENS SUN GLASSES

3 styles for Ladies, suggested retail prices,	*10/6,*	*12/6,*	*17/6*
3 styles for Gentlemen, suggested retail prices,	*10/6,*	*12/6,*	*15/-*

Stocked by Leading United Kingdom Wholesalers

WE WILL BE PLEASED TO ADVISE YOU OF YOUR LOCAL 'SAMCO' DISTRIBUTOR WHO WILL BE ABLE TO SERVICE ALL YOUR REQUIREMENTS OF 'SAMCOMATIC' SUN GLASSES.

AMELCO IMPORTS (LONDON) LTD. 13 Gt. Guildford Street, London, S.E.1.
Tel: WATerloo 1651. Grams: 'NAMAPA' London, S.E.1.

SANITAS GROUP SALES LIMITED

PRICE CHANGES WITH EFFECT FROM 1st MARCH 1966

PRODUCT	SIZE	RETAIL PRICE (each)	TRADE PRICE (dozen)	PURCH. TAX (dozen)
Woodward's Gripe Water	5 oz.	3/2	24/-	6/-
Liqufruta SMALL	4 oz.	3/3	24/8	6/2
Liqufruta LARGE	12 oz.	6/3	47/4	11/10
Liqufruta Medica SMALL	4 oz.	3/6	26/6	6/7
Liqufruta Medica LARGE	12 oz.	6/11	52/5	13/1
Liqufruta With Honey	4 oz.	3/6	26/6	6/7

All orders received by first post 2nd March 1966 will be invoiced at the old prices

SANITAS GROUP SALES LTD.
43-45 CLAPHAM ROAD, LONDON S.W.9
TELEPHONE: RELIANCE 2801

THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 February 26, 1966 No. 4489

CONTENTS

A Salary Basis for Hospital Pharmacists 208
Any Business Questions? 213
Branch Events 194
Correspondence 200
Health Costs 194
Leading Articles:
The Eyes Have It 209
That Tablet: What is it? 209
N.P.U. Trading Activities 199
Pharmaceutical Society of Ireland: Council Meeting 211
Pharmaceutical Society of Northern Ireland: Council Meeting 213
Sunglass Fashions 1966 201
Sunglass Selling Aids 205
Topical Reflections 193
Vaccination Against Measles 194

A New Filmstrip 210
Business Changes 196
Coming Events 217
Commercial Television ... 218
Company News 196
Contemporary Themes ... 218
Deaths 196
In Parliament 195
Legal Reports 195
Local Officers 193
New Books 210
New Companies 218
New Products 197
Patents 216
Personalities 196
Pharmacist's Anthology . 208
Photographic Notes ... 207
Prescribers' Press 218
Print and Publicity ... 217
Trade Marks 216
Trade Notes 197
Trade Report 214
Wills 217
World Trade 217

Index to Advertisers, p. 5. Classified Advertisements, p. 45.

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at 28 Essex Street, Strand, London, W.C.2
Telephone: Central 6565

ABC MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

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GLASGOW: 8 Merrylee Road, Newlands, S.3. *Phone:* Merrylee 6356.
LEEDS, 16: 32 Wynford Rise, West Park. *Phone:* Leeds 67 8438.

ANNUAL SUBSCRIPTION
which includes The Chemist and Druggist Diary and Year Book, £4 5s. Single copies 1s. 3d. each (postage 8d.).

1866 1966 100th ANNIVERSARY BETTER MEDICINES FOR A BETTER WORLD

Speed the return to normal activity

METATONE* improves both outlook and appetite. It helps to promote a full recovery after influenza and other debilitating illnesses. Containing Vitamin B1, and strychnine with mineral glycerophosphates, it is also acceptable to older children.
In bottles of 8, 16 and 80 fluid ounces.

METATONE

*Trade mark

O-1258

PARKE-DAVIS HOUNSLOW · LONDON · TELEPHONE: HOUNSLOW 2361

LOOK! NEW BIG CHIEFS ARE HERE!

BIG Chiefs★

KIMBERLY-CLARK'S

BIGGER SOFTER HANKY WITH 3-LAYER STRENGTH

BIGGER! 11″ x 11″— bigger than any other leading 3-ply hanky!

SOFT— 3-ply tissue.

CONVENIENT— neat pocket pack.

Big profits—33⅓%! You'll be supported by lively advertising in the Daily Mirror and the Glasgow Daily Record.

★ Regd. trademark Kimberly-Clark Corp.

ON BONUS FROM YOUR WHOLESALER NOW!

On March 14th

NEUTROGENA SOAP SALES

will leap into the TOP TEN!

when RADIO LONDON* tells the Neutrogena Soap Story to 7,000,000...

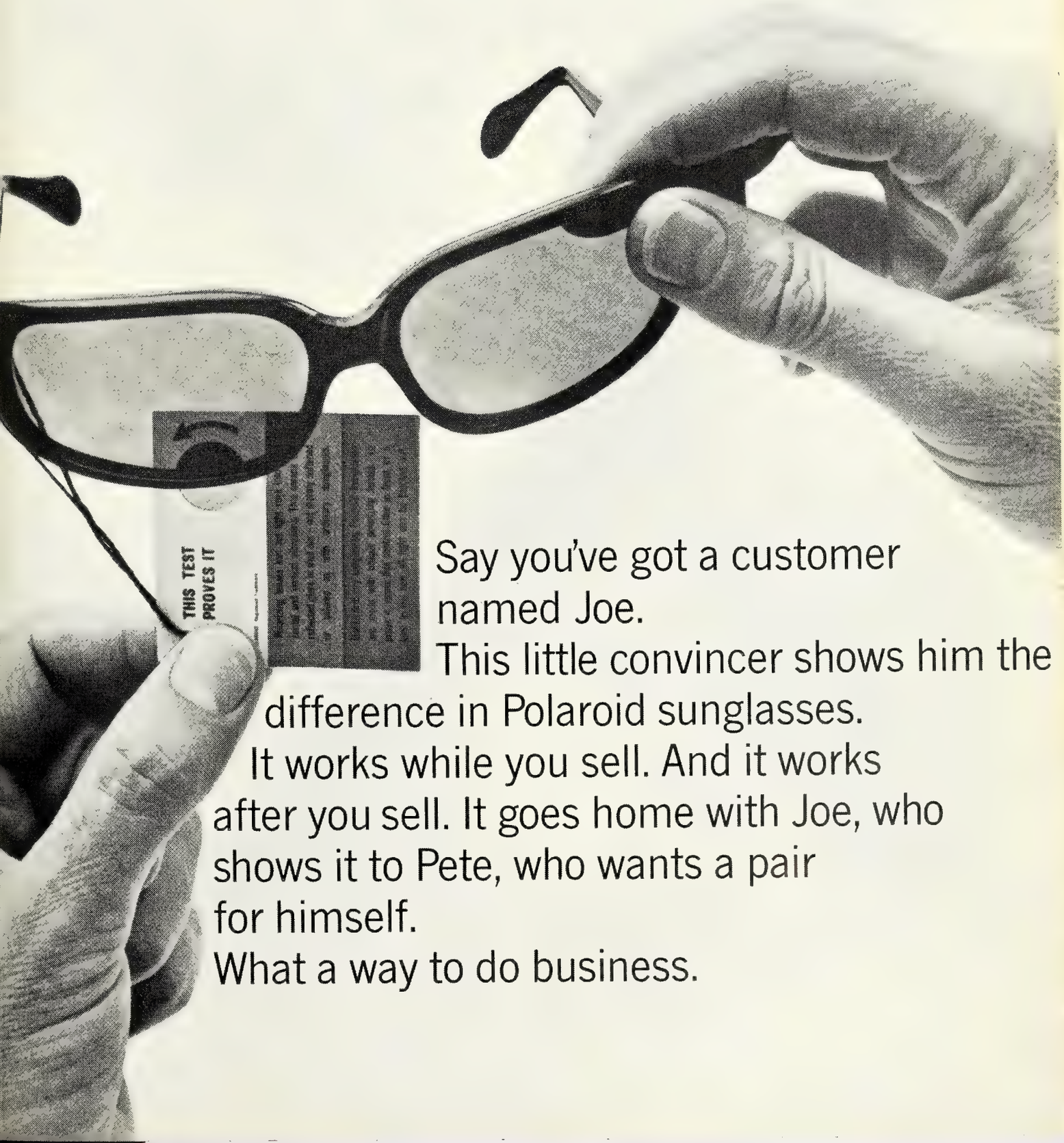
- **HOUSEWIVES**
- **MOTHERS**
- **COMPLEXION CONSCIOUS WOMEN**
- **TEENAGERS**

Neutrogena Soap's advertising starts on March 14th using the air waves 3 times a day, week after week, month in month out. It's going to direct customers into your shop. Remember, Neutrogena sales policy is to sell only through the Chemist and Pharmaceutical trade.

Order now through your usual wholesaler

● **LISTEN to a special Neutrogena announcement for Chemists on Radio London 266 metres. 8.30—9 p.m. on Sunday March 13.**

M. & R. Norton Ltd., 9 Park Hill, London, S.W.4.



Say you've got a customer named Joe.

This little convincer shows him the difference in Polaroid sunglasses.

It works while you sell. And it works after you sell. It goes home with Joe, who shows it to Pete, who wants a pair for himself.

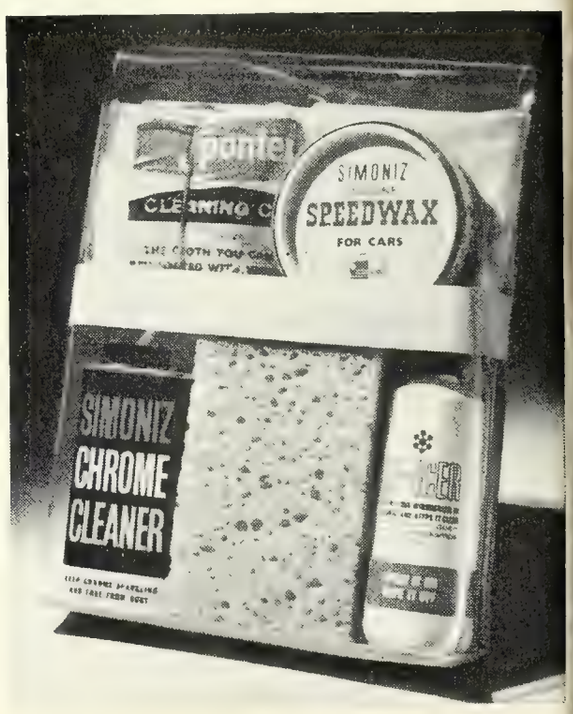
What a way to do business.

DON'T LET THIS

Sovereign Deal

Seven dozen sunglasses retailing from 7/6d to 15/6d. Ten different models on a free twin-column display stand.

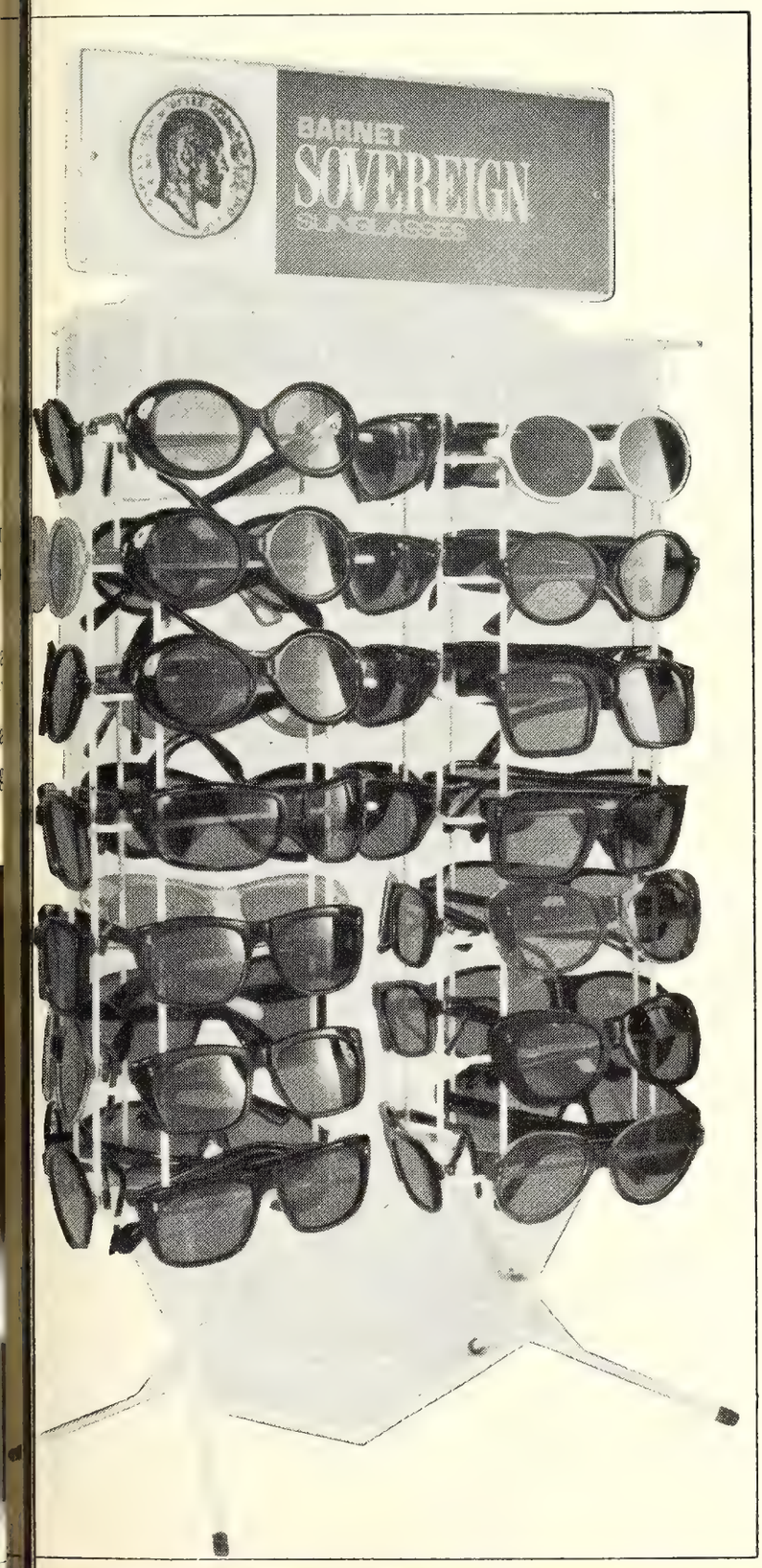
And **free** with every Sovereign Deal comes this superb car-cleaning kit. It's packed with high-quality products that take the hard work out of car-cleaning.

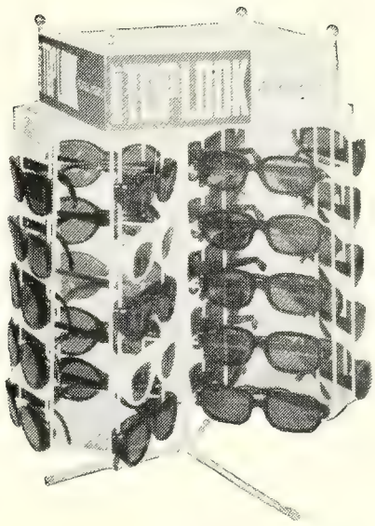


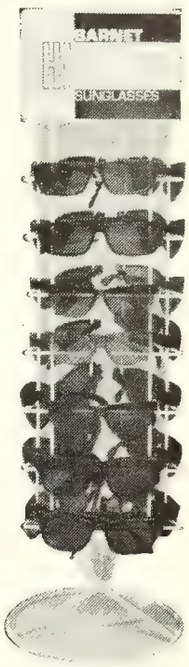
OFFER DAZZLE YOU!

could well do. Because the special bonuses you get when you order Barnet Sunglasses e little short of sensational!

arnet's new 1966 range is made in specially selected styles from the latest continental esigns. And they sell at prices to suit *all* your customers.







Top Look Deal

Five dozen sunglasses—seven assorted styles—retailing from 7/11d to 11/6d. With a free twin-column revolving display stand.

Hi-Style Deal

Nine dozen sunglasses, retailing from 1/6d to 7/6d—seven different models. And a free tall revolving display stand, with attached mirror.

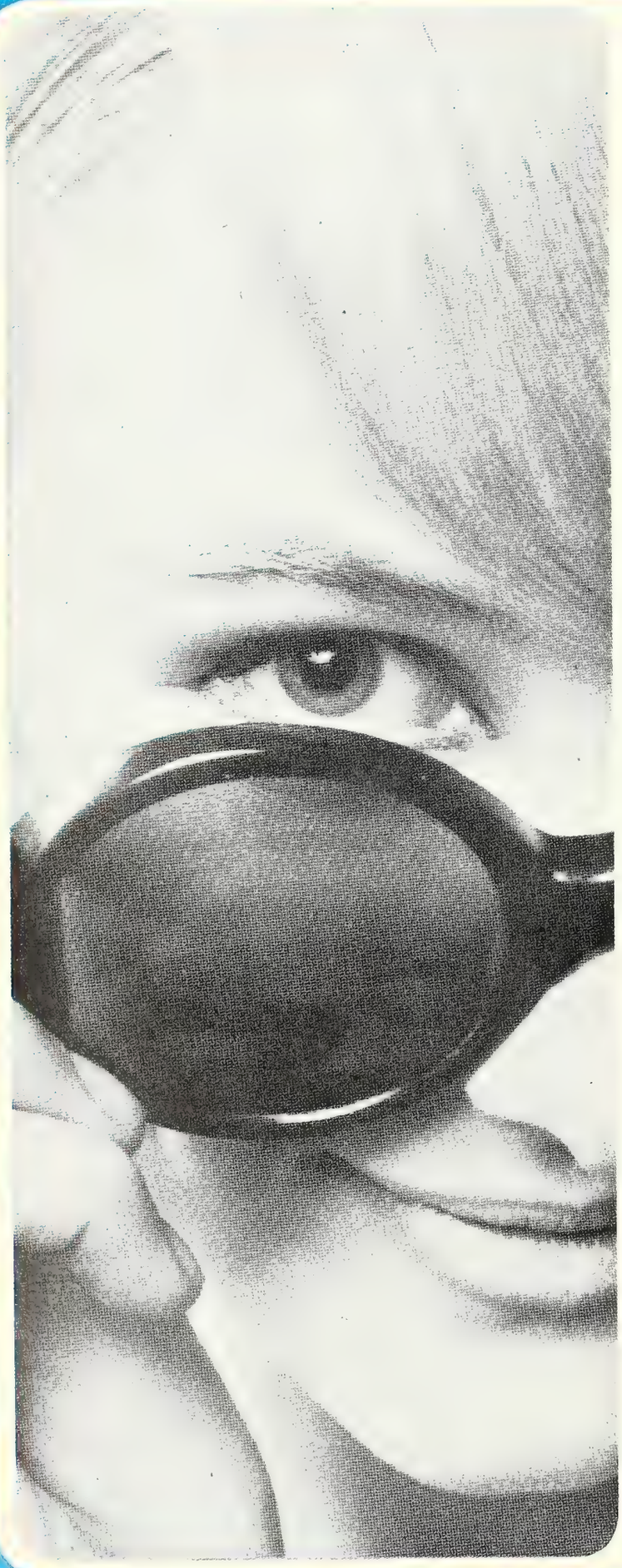
And that's not all!

There are more magnificent Barnet Sunglass deals—and each one means more profit for you! For full details of these, and of all other sunglasses in the 1966 Barnet range, write for the free brochure to:

BARNET

E. R. Holloway Limited, Bessemer Road,
Welwyn Garden City, Herts. (Wholesale only)
Telephone: Welwyn Garden 28100

HLS 5-88128-100



"Firstly....

I'm looking at the exciting NEW range of

Correna Quality Sunglasses"

The finest sunglasses in the world are made exclusively for Correna, for you to sell. Wide national publicity and promotional support with point of sale displays ensure Correna Sunglasses are your best sellers.

Please write for our 1966 catalogue or visit our London showroom

A. CORRE & SON LTD
30 Station Parade
Willesden Green . London NW2
Tel : GLAdstone 8814

24 HOUR AUTOMATIC TELEPHONE ANSWERING SERVICE

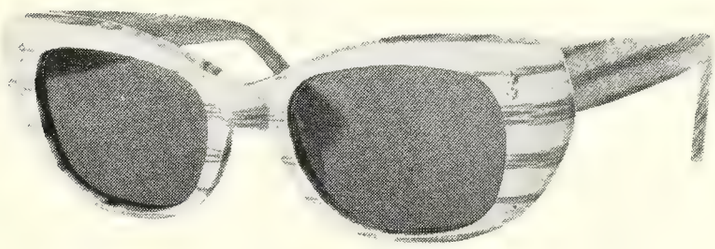
Zeiss Umbrals

Unquestionably the world's finest sunglasses offering elegance, high fashion and of course Zeiss optical supremacy.

Heavily advertised from February in national press, Motoring journals and glossy magazines.

Illustrated above is the Beachcomber, and below is the San Remo, two of the new 1966 designs. Please send for our latest catalogue showing 21 models for 1966.

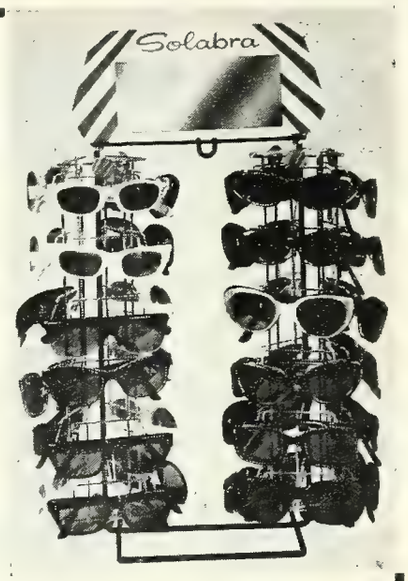
Degenhardt & Co Ltd Carl Zeiss House
20/22 Mortimer St London W1
Museum 8050 (15 lines)



Degenhardt

"SOLABRA" SUNGLASSES

The latest in sunglass merchandising



Illustrated are two examples from our extensive display units now available to chemists.

ORDER NOW — ASK YOUR WHOLESALER FOR DETAILS

L. BRAUN LTD.

64-68 Whitecross Street, London, E.C.1

Telephone: MONarch 3133

SOLARITE

elegant sunglasses

taking a new look at the sun . . .

WITH THE FASCINATING SOLARITE COLLECTION

The superior styling and quality of Solarite will arouse your clients' enthusiasm: reasonable prices will convince them.

30 models for men and women.

Illustrated details from

LESSAR BROTHERS LTD.,
LESBRO WORKS,
HYLTON STREET, BIRMINGHAM 18

What do you do with the sweet smell of success?

You bottle it.

In the last few months, the Remington Selectric ıs become the most popular young shaver in the ısiness.

Our reputation has never been higher.

Which is very fortunate, since we're now introıcing a new range of Remington toiletries.

Designed precisely for the growing band of men ho shave dry.

You see, for us shaving is a life-line, not a sideıe. And it shows in the care we take.

(Example: after an electric shave the skin's drier ıan after a wet shave. So we add extra glycerine) our after-shave lotion to replace the moisture.)

We'd like you to stock our range. And to enɔurage you we're making a special offer.

We'll give you 13 mixed toiletries for the price f 12, complete with a special counter dispenser.

(Your profit on the baker's dozen: £2.3.4.)

We'll also help your shaver sales. There's a free toiletry for any customer who buys a Selectric shaver before May 31st.

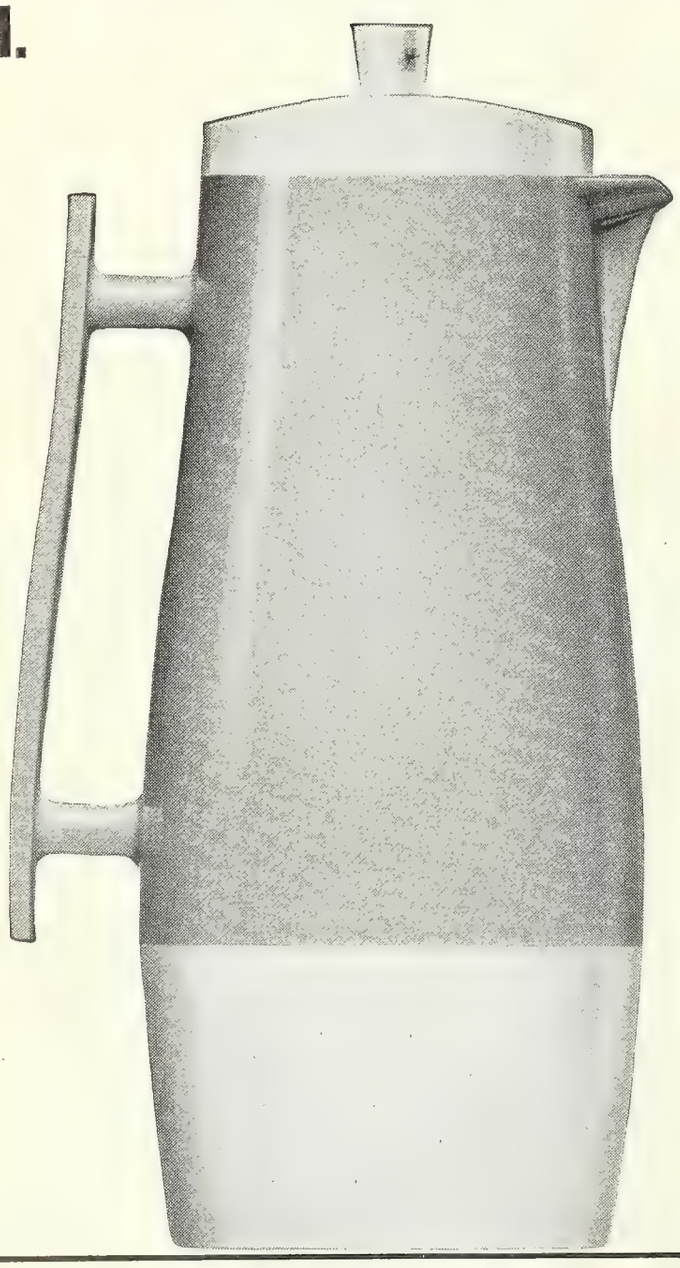
And we'll be advertising the whole caboodle (toiletries, shaver and free offer) in full pages in the Express and Mirror.

Your wholesaler or rep will fill you in with the details. But talk to him soon. Our campaign breaks in the last week of March.

We just can't bottle it up any longer.

ALADDIN'S ALL STAR LINE-UP

1.



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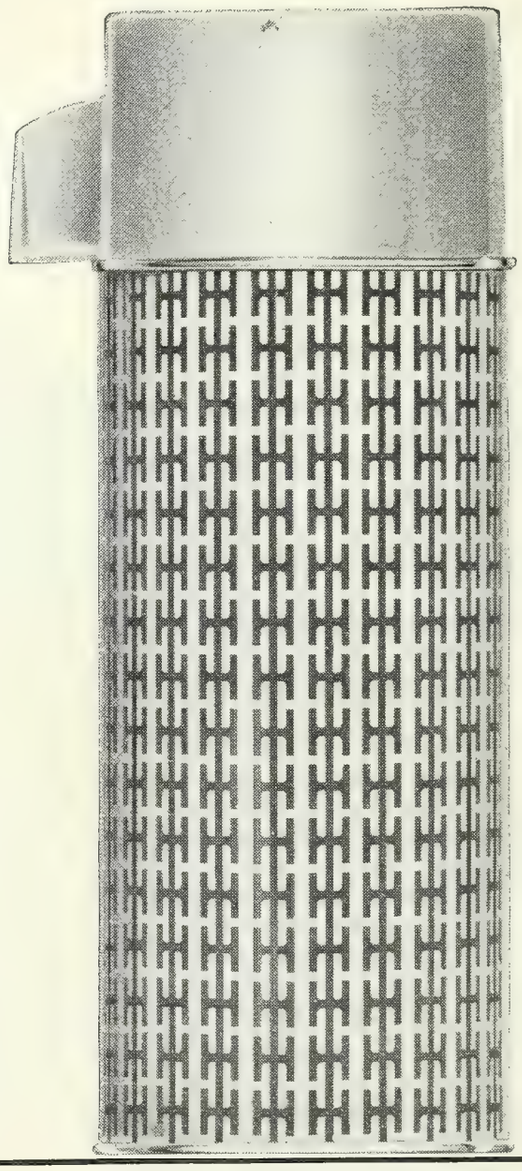


Modern, tough and eye-catching—their sleek lines and colours will excite your customers. Take a look at these extra-special features–

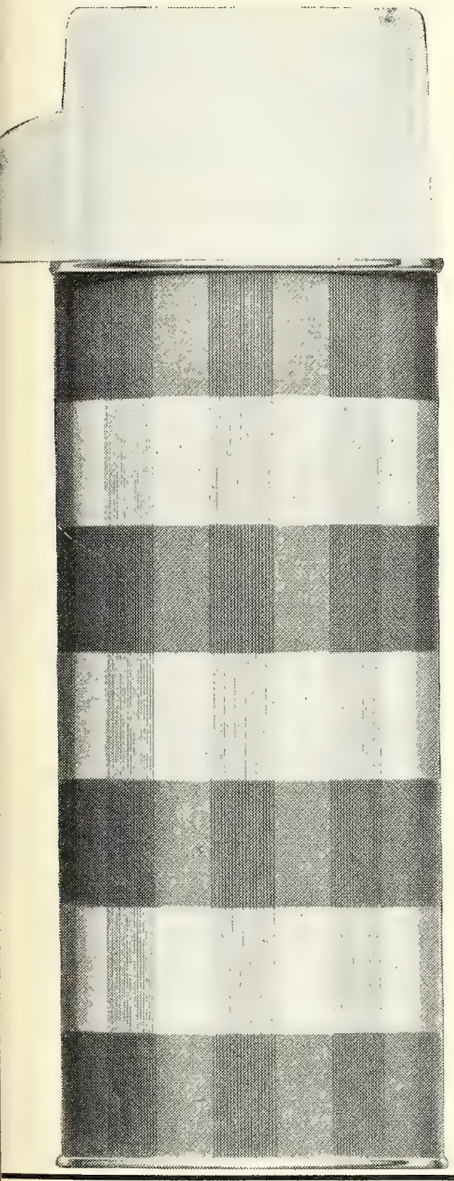
* insulated leak-proof stopper–for a perfect hygienic seal
* extra-strong outer casings in fashion-conscious colours and designs
* Vactronic performance-tested seamless filler (replaceable)
* rubber cushioned shock-absorber for maximum protection to filler
* drip-free pouring from any angle

Aladdin are giving these top-quality vacuum flasks a big advertising boost in top circulation papers and women's magazines–

Daily Mirror, Glasgow Daily Record, Woman Woman's Own, Woman and Home, Housewife, Everywoman and *Good Housekeeping*.

Attractively designed cartons will provide colourful display material to keep those sales figures soaring.

3.



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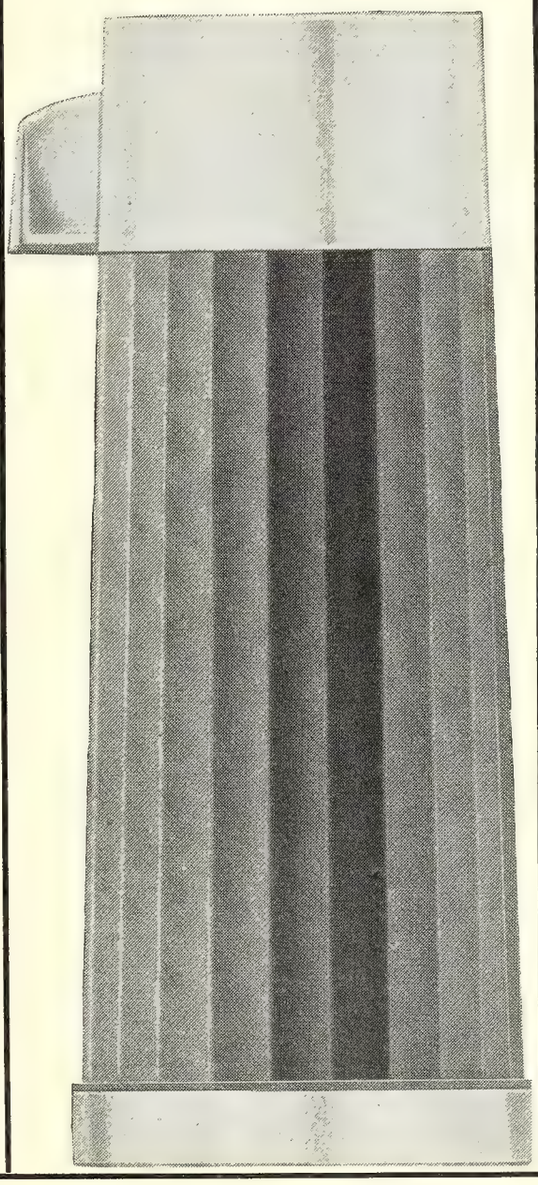


1. ALADDIN VACUUM PITCHER
Design at its best. 4 top-fashion colours. Unique 'floating' stopper allows instant pouring without removing cap. Packed in ready-to-post carton.
32 fl. oz. Retail price 28/9.

2. ALADDIN WIDE MOUTH
Specially designed for food (soups, stews, ice cream, etc.) Metal casing. Patterned in blue, grey, red or bronze. Red cups with handles.
16 fl. oz. Retail price 15/3.
32 fl. oz. Retail price 19/1.

3. ALADDIN ESCORT
Metal casing. 4 smart checks. White cups with handles.
16 fl. oz. Retail price 7/11.
32 fl. oz. Retail price 12/5.

4. ALADDIN CONTINENTAL
Super-strong polypropylene casing. 4 gay colours. White cups with handles.
16 fl. oz. Retail price 7/11.
32 fl. oz. Retail price 12/5.

All prices quoted are recommended and include Purchase Tax.

Made in England by
Aladdin Industries Ltd., Greenford, Middlesex

Aladdin
REGD. TRADE MARK

as the men who sell Smokers
all know
it's a line that keeps sales on the go
now the new year promotion
will speed up the motion
and you'll see how fast
profits can grow!

EUCRYL DID IT — gave smokers a product they needed, created new business for you!
EUCRYL DO IT AGAIN — stepping up promotion to make ALL smokers Eucryl-conscious — Eucryl buyers!

UNMISSABLE CAMPAIGN

AIMED AT ALL SMOKERS

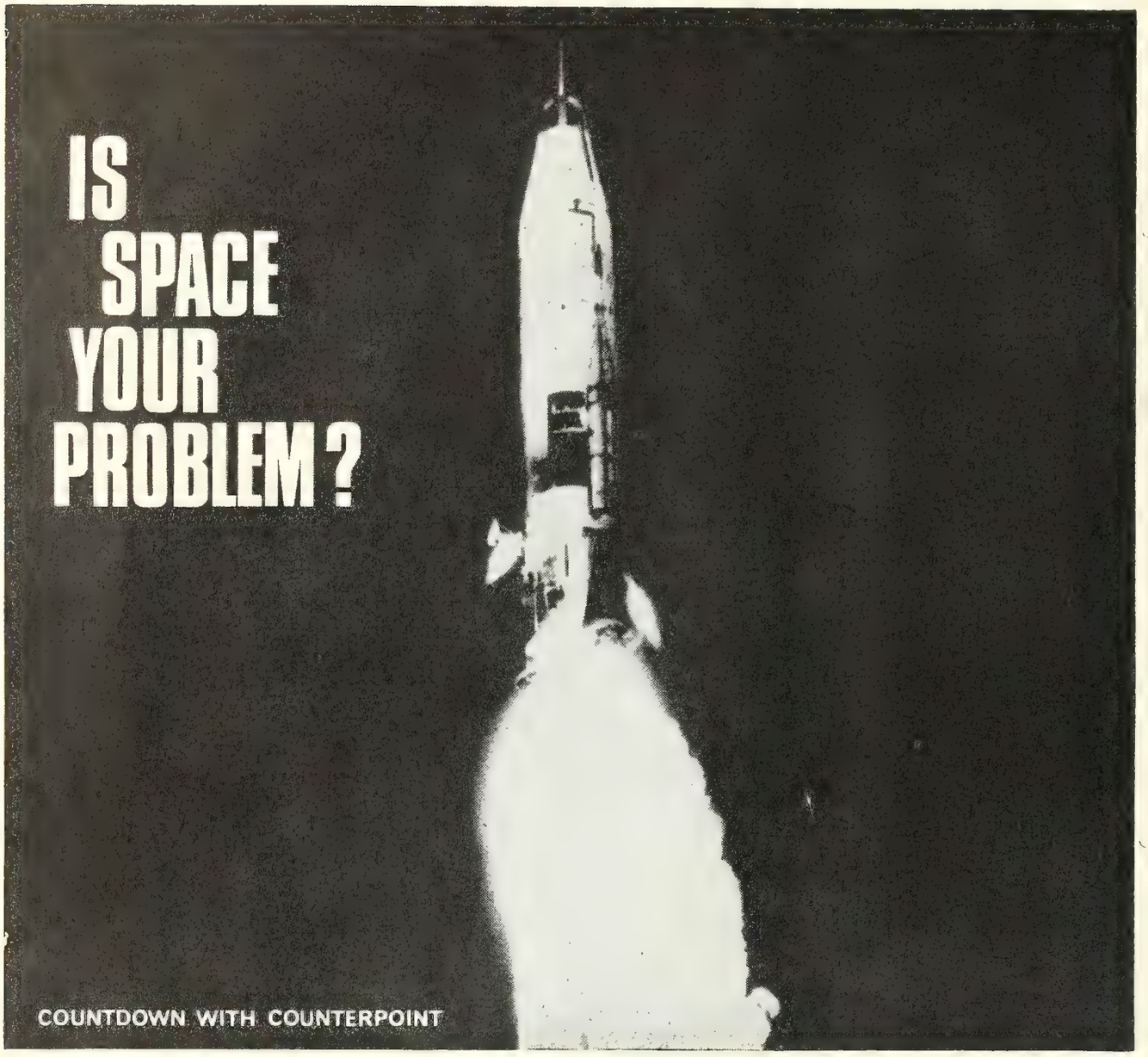
APPEARING IN

Daily Express · Daily Mail
Mirror · Sketch · Sun
Sunday Express · Sunday Mirror

APPEARING ON

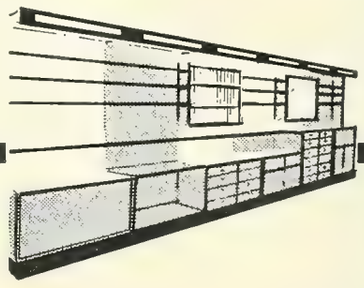
London, Lancashire, Yorkshire,
Midlands, Southern, Scotland
and Tyne Tees Television.

EUCRYL LIMITED 7-9 OAKLEY ROAD SOUTHAMPTON



5 Counterpoint is the ultra-modern unit system of interior store display. Designed to give maximum visibility in the minimum of space.
4 Counterpoint is flexible. Units are interchangeable. Guarantees a tailor-made answer to any space problem.
3 Counterpoint means a quicker, easier selection of merchandise for hurry-bound shoppers
2 Counterpoint is economical. Can be easily installed, varied or adjusted.
1 Counterpoint will gladly send one of their specialists to give expert advice on your particular problems as part of the service.
Result? A perfect launch into modernisation.

Visit our Main office and Showroom:
243 Euston Road, London, N.W.1.
Showrooms also at
James White (Shopfitters) Ltd., Team Valley Trading Estate, Gateshead-on-Tyne 11.



Please send me your Counterpoint brochure ☐
Please arrange to send your representative ☐
(Tick as required)

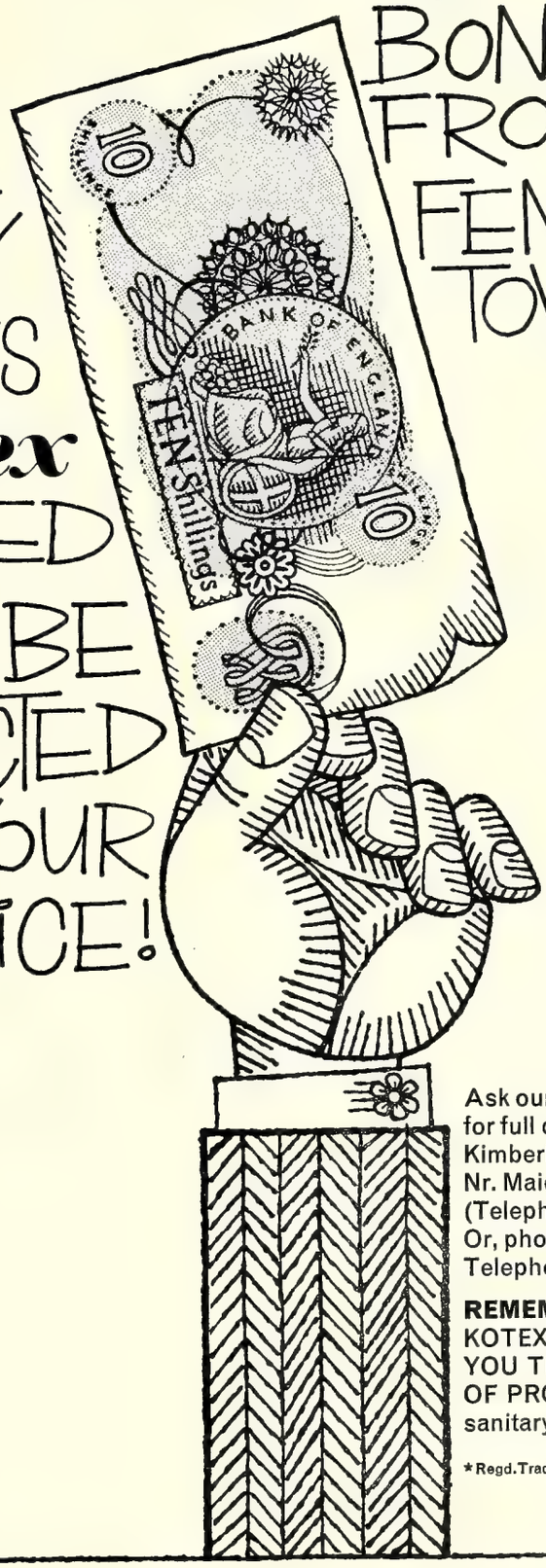
NAME .....
ADDRESS .....
.....

Post to Counterpoint Store Equipment Ltd., 243, Euston Road, London, N.W.1. or (for the North & Scotland) to: James White (Shopfitters) Ltd., Team Valley Trading Estate, Gateshead-on-Tyne 11. C6

counterpoint

BIG SPRING BONUS FROM *Kotex** FEMININE TOWELS

FOR EVERY TWO CASES OF *Kotex* ORDERED 10/- WILL BE DEDUCTED FROM YOUR INVOICE!



Ask our representative for full details, or write to Kimberly-Clark Ltd., Larkfield, Nr. Maidstone, Kent. (Telephone: Maidstone 77700) Or, phone Manchester, Telephone: Blackfriars 1473.

REMEMBER,
KOTEX ALREADY OFFER YOU THE HIGHEST RATE OF PROFIT of any leading sanitary towel brand!

*Regd. Trademark Kimberly-Clark Corp.

A FACE-LIFT FOR YOUR SHOP?

A FACE-LIFT FOR YOUR PROFITS!

Let's face facts. High Street trading is no game these days. It's a battle: fierce, competitive. Customers don't *have* to come to you. They'll come only if they like your looks to start with. Your premises must be smart, modern, attracting custom by their good appearance and a good display of what you have to offer. Commercial success starts with a modern shop-front. And modern shop-fronts start with aluminium. In fact, in North America over 90% of new shop-fronts are made of aluminium. And there is a similar trend in Europe. Here's why.

BRIGHTER OUTLOOK

An elegant aluminium shop-front (anodised in colour, if you like) means a brighter outlook all round, for you and your customers. Its strong simple lines allow a larger glass area: you can have brighter, bigger displays that really draw custom, and a brighter interior that keeps it coming. Brighter standards of cleanliness, too: an aluminium shop-front *looks* clean and *is* clean, and it's child's play to *keep* clean! It all adds up to: brighter profits.

LOW-COST HIGH-SPEED INSTALLATION

Shut up shop over the week-end—and re-open on Monday with a brand-new shop-front! This can be done *firstly* because there's a wide range of standard designs immediately available from stock; *secondly*, because the extruded sections are so light and easy to handle that they can be assembled and installed at high speed and with no trouble. Installation costs are kept really low. Total cost? Less than a traditional shop-front of comparable quality!

LONG-TERM SAVINGS

With their tough anodised finish, aluminium shop-fronts keep their good looks and high standards of durability throughout the life of the building, adding to the value of your premises. They need no costly painting or re-painting for protection against the weather: maintenance is simply a matter of regular washing whenever the windows are cleaned.

If you want a brighter outlook for your business, send the coupon for further information to* Alcan (UK) Limited, *Aluminium Canada House, 30 Berkeley Square, London W.1.

ALCAN

Alcan ingot is used by leading suppliers to the aluminium shop-front manufacturers

ALCAN (UK) LIMITED
Aluminium Canada House
30 Berkeley Square
London W.1

To: Alcan (UK) Limited, Aluminium Canada House, Dept. 1B, 30 Berkeley Square, London W.1.

Please send me further information about aluminium shop-fronts.

Name.....
(Block letters, please)

Trade.....

Address.....

.....

..... IB

She knows you understand her problems...

As a pharmacist, you are confronted daily with the special problems of the woman over thirty-five. Often she is feeling 'low' because of nerviness, tension and inability to get to sleep. Frequently she complains of undue tiredness. In cases like this, Bemax can usually help a lot. Its high Vitamin B content will help her nerves and digestion, while the protein will provide the extra energy she needs. To help you to help your customers, Vitamins Limited provide the following thoroughly reliable preparations, for prescription and counter:

FOR ALL ROUND FAMILY HEALTH
VITAMINS FROM Vitamins Ltd.

BEMAX *the richest vitamin-protein-mineral supplement known to man.*
VITAVEL SYRUP *helps to keep children fit and maintain resistance to infection.*

Halina

VIEWERS AND PROJECTORS

HALINAMAT

2″ × 2″ AUTOMATIC PROJECTOR

- f2.8/100mm hard coated lens
- Blower cooled
- Manually operated slide change
- Accepts all 2″ × 2″ slides (Metal, plastic, cardboard etc)
- Double Condensers
- On/Off switch
- Heat absorbing filter
- Helical focusing

£13 - 13 - 0

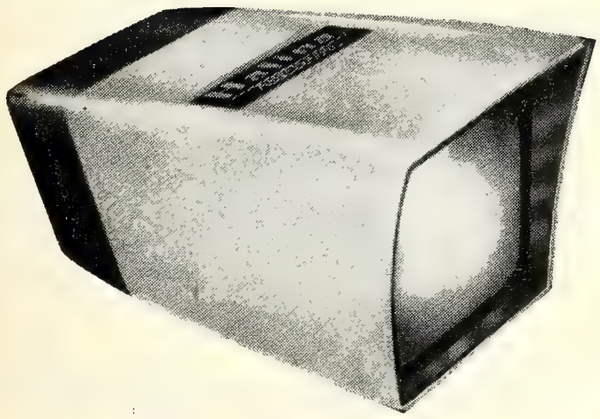
300 watt lamp £1 13. 0

HALINA 2″x2″

TABLE VIEWER

- Extra large CHANCE PILKINGTON lenses
- Hood styling cuts out extra light
- Extra large magnification - 2½ times
- Overall illumination NO HOT SPOT
- Battery operated - takes two U11 batteries
- Tilts back in standing position

27/6 U11 Batteries 5d each



HALINA

AMBASSADOR

- Battery or daylight viewing
- CHANCE PILKINGTON precision lenses
- Accepts all 2″ × 2″ slides
- NO HOT SPOT
- Tilts back in standing position
- Attractive two-tone styling
- Battery operated
- Takes two U7 batteries

19/9 U7 Batteries 8d each

Sole distributors to the trade: J. J. SILBER LTD. 11 Northburgh Street, London, E.C.1. Tel. CLE 8031 (10 lines)

naturally Maws *and* **TRUFOOD** *go togeth*

Baby products display fortnight begins April 18

Here's your big chance to display and sell more Maws and Trufood products. The display material illustrated above is available to you free. Members of the N.P.U. Joint Display Scheme will automatically receive it. If this does not apply to you ask your Maws or Trufood Representative to arrange for a display parcel to be sent to you.
Don't miss this opportunity!

chemist-only displays . . .

Full advertising support to bring mothers (and profit) into your shop

Both Maws and Trufood are well supported by advertising. Full colour and black and white whole pages are appearing in the 'baby' publications, annuals and monthlies, professional and general consumer press *...reaching 80% of all mothers!*

chemist-only advertising... brings chemist only sales!

MAWS PHARMACY SUPPLIES LTD
Barnet, Herts or Preston, Lancs
TRUFOOD LIMITED
London Road, Guildford, Surrey

AUREOCORT†

Lederle Laboratories announce that

AUREOCORT OINTMENT Triamcinolone Acetonide 0·1% Chlortetracycline HC1 3·0%

is now available in 250 gm. jars in addition to 5 gm. and 15 gm. tubes

AUREOCORT OINTMENT Packs and Trade Prices

5 gm. tube 5/10d. 15 gm. tube 14/4d. 250 gm. jar £10 3s. 0d.

† Regd. Trademark

For further information write to:
Lederle Laboratories,
a Division of Cyanamid of Great Britain Ltd.,
Bush House, Aldwych, London WC2

Lederle | CYANAMID

GODDARD'S FOR RHEUMATISM

New sales for you

Stock up now

From leading wholesalers or direct from

J. G. GODDARD & CO LTD

100 MONCRIEFF STREET · PECKHAM · LONDON · SE15

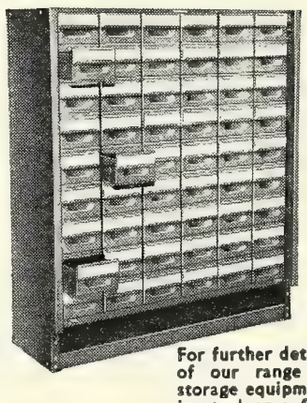
A PLACE FOR EVERYTHING AND EVERYTHING IN IT'S PLACE

Efficient storage is essential in every industry. The vital importance of the ability of being able to select immediately any commodity from stock. To aid the chemist and druggist we suggest the

POPULAR 54a DRAWER UNIT

Overall size 42" high x 35" wide x 12" deep, 54 drawers complete with one divider, white card and transparent protective shield per drawer.

£18 0 0



For further details of our range of storage equipment in steel or a free catalogue contact

N.C.BROWN LIMITED

EAGLE STEELWORKS, HEYWOOD, LANCS.
Telephone: 69018
LONDON: 5/6 STAPLE INN, LONDON, W.C.1
Telephone: HOLborn 5223

The CHEMIST AND DRUGGIST
CLASSIFIED ADVERTISEMENTS

Address Box Number Replies to: THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2. Tel. : CENTRAL 6565
This service does not extend to the forwarding of samples.

PREMISES

BATTERSEA, S.W.11. Vacant freehold shop and upper part for sale in greatly improving area. Situated very close to Doctors practice. Existing Chemist businesses in area are being redeveloped. Ideal opportunity. Price £5,750 freehold. Box C 1687.

OXFORD in established shopping parade on Council Housing Estate between Headington and Cowley. Good, modern lock-up shop with storage space, cloakroom and garage. Three bedroomed maisonette available. Suitable for pharmacy or drug store. To be let by Public Tender for any trade not already represented on the parade. Closing date 11th Marcs, 1966. For full particulars, form of tender and to view apply City Estates Surveyor, City Chambers, Queen Street, Oxford (Tel.: 49811). C 6792

SHOP TO LET, ample living accommodation, 119 Springbank Road, S.E.13. Near Hither Green Station, Large Parade. Telephone: HIT 5352. C 1665

TOWN CENTRE REDEVELOPMENT Stanford-le-Hope, Essex. 30 Shops and 2 Supermarkets. Lettings include Wallis Grocers, Sketchleys, Frank Norman Butchers, Atkinson Television. Shop available for Chemist. 21-year lease, £975 p.a. including 2 bedroomed maisonette. Apply: Randalls, Chartered Surveyors, 67 Cranbrook Road, Ilford, Essex. Tel.: VALentine 6272 (24-hour Ansafone service), or Blake & Sullings Stanhope House, High Street, Stanford-le-Hope, Essex. Tel.: 2139. C 6824

BUSINESSES FOR SALE

FOR SALE. Owing to the death of proprietor, excellent opportunity to acquire old-established business. Good residential dispensing district which is expanding rapidly. On main road and located conveniently between Nottingham and Derby. Monopoly position. Consideration would be given to young pharmacist. Box C 1622.

APPOINTMENTS

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS
Locum Senior Pharmacist

Apply Hospital Secretary. C 6805

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS
Senior Pharmacist

for modern and well equipped department. Pleasant working conditions. Whitley Council salary plus London Weighting. Apply to Chief Pharmacist. C 6807

BOOTLE HOSPITAL, BOOTLE, 20, nr. LIVERPOOL
Senior Pharmacist

Applications are invited for the post of Senior Pharmacist at this 116-bedded general hospital.
Whitley Council terms and conditions of service. Five-day week. Apply to the Hospital Secretary, by 5th March, 1966, giving full particulars and the names of two referees. C 6821

CENTRAL GROUP H.M.C. (BETHNAL GREEN HOSPITAL) CAMBRIDGE HEATH ROAD, LONDON, E.2
Senior Pharmacist

required for modern department in acute general hospital (300 beds). Situated within few minutes of Central Line Underground. Residential accommodation available if required. Salary scale £1,040—£1,295 plus London Weighting. Applications with details of qualifications and experience to Hospital Secretary. C 757

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE
Dispensing Assistants

Applications are invited from Senior Pharmacy Students, to work as Dispensing Assistants in Hospital Pharmacies within the Group during summer vacation. Hospitals within easy reach of Central London. Apply to Chief Pharmacist, Bethnal Green Hospital, Cambridge Heath Road, London, E.2. (Telephone: ADVance 3413). C 766

CHARING CROSS GROUP OF HOSPITALS, FULHAM HOSPITAL, ST. DUNSTAN'S ROAD, W.6
Senior Pharmacist

required at the above Teaching Hospital. Salary £1,040 p.a. rising to £1,295 p.a. plus London Weighting. New developments at the hospital include a Sterile Ward for the treatment of Chorionepithelioma and Kidney Dialysis Unit and a Premature Baby Unit. Applications, stating age, qualifications, experience and names of two referees to the Hospital Secretary. Further information phone Chief Pharmacist, RIV 9161, Ext. 5. C 6779

FINCHLEY MEMORIAL HOSPITAL, GRANVILLE ROAD, LONDON, N.12
Chief Pharmacist II

required for small acute general Hospital. Whitley Council Salary plus London Weighting. Suit married woman. Apply to Group Pharmacist, 1 Wellhouse Lane, Barnet, Herts. C 6806

FULBOURN HOSPITAL, CAMBRIDGE
Chief Pharmacist (Category II)

Applications are invited at this progressive psychiatric hospital of 871 beds. Salary £1,190 rising by annual increments to £1,505 per annum. Applications giving age, experience, etc., with names of two referees to the Group Secretary. C 6817

HAMMERSMITH HOSPITAL AND POST-GRADUATE MEDICAL SCHOOL, DU CANE ROAD, LONDON, W.12
Applications are invited for the post of
Deputy Chief Pharmacist

at the above General Post-graduate Teaching Hospital (Category V). Vacancy due to promotion of present holder. Whitley Council salary scale and conditions, £1,190—£1,505 per annum plus Teaching Hospital Allowance and £55 London Allowance, and, where applicable, higher qualification allowance.
Modernised Department engaged in wide and interesting range of routine and specialised work.
Post provides excellent experience in administration and all branches of pharmacy including technical investigations of problems associated with medical research projects.
Detailed applications, stating age, qualifications and experience, and naming two referees, to Secretary, Board of Governors, Hammersmith Hospital, Du Cane Road, London, W.12, by 14th March. C 6825

HILL END HOSPITAL, ST. ALBANS, HERTS
Dispensing Assistant

Male or female, full- or part-time required. Whitley Council salary and conditions of service. Hospital is within easy reach of Central London. Single accommodation available, if required. Apply with fill particulars and naming two referees to Hospital Secretary. C 758

HAMMERSMITH HOSPITAL AND POST-GRADUATE MEDICAL SCHOOL, DU CANE ROAD, LONDON, W.12
Pharmacist

required at above general post-graduate teaching hospital (Category V). Post offers varied and interesting work and excellent experience in all branches of pharmacy.
Department recently modernised. Working conditions exceptionally pleasant. Restaurant and rest-room facilities. No duty every third Saturday. Previous experience not essential. Consideration will be given to seeking Ministerial approval to full incremental credit being given for all (compared with the present limit of 4 years) non-hospital experience. Salary scale £955—£1,200 per annum and London Allowance of £45/55, plus £25 per annum to holder of higher qualification. Further details from, or applications with names of two referees to, Chief Pharmacist. C 6804

LONDON CHEST HOSPITAL, E.2
Dispensing Assistant

required. Apothecaries' Hall Certificate preferred. Salary £414 at age 21 rising to £615 per annum (unqualified); £464 per annum at age 21 rising to £697 per annum (with certificate), plus London Weighting. 38-hour week. Alternate Saturdays. Recently modernised pharmacy. Accommodation might be available for single person. Applications with full details (and two referees) to House Governor. C 6818

LONDON CHEST HOSPITAL, E.2
Locum Chief Pharmacist

(Category II) required for all or some of the following holiday periods:—
May 2nd—May 14th, 1966; June 13th—June 25th, 1966; August 29th—September 10th, 1966.
Whitley Council Scale (£28 7s. per week). Apply House Governor, London Chest Hospital, Victoria Park, E.2, immediately. C 6820

LONDON CHEST HOSPITAL, E.2
Pharmacist

(Basic grade) required 1st April, 1966. Salary scale £955 to £1,200 per annum, plus London Weighting plus Higher Qualification allowance (if appropriate). Whitley Council conditions of service. Residence can be arranged if required. Further details from Chief Pharmacist (ADVance 1214). Applications, in writing, with names of two referees, to the House Governor, London Chest Hospital, E.2. C 6819

MOORFIELDS EYE HOSPITAL
Dispensing Assistant

Applications are invited for the post of Dispensing Assistant. Interesting work in modern, well-equipped Department. Duties finish at 4.30 p.m. Monday to Friday; Saturday 1 p.m. with alternate Saturday free. Whitley Council salary scale and conditions of service. Applications to the Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 6822

NORTH WIRRAL HOSPITAL MANAGEMENT COMMITTEE VICTORIA CENTRAL HOSPITAL MEDICAL UNIT, MILL LANE, WALLASEY
Deputy Chief Pharmacist (Cat. IV)

Salary scale £1,090 by annual increments to £1,395. Applications giving details of age, experience, etc., with names and addresses of two persons for reference to Group Secretary, Group Headquarters, Mill Lane, Wallasey. C 6814

Appointments—Continued

PRESTON & CHORLEY HOSPITAL MANAGEMENT COMMITTEE, PRESTON ROYAL INFIRMARY
Senior Pharmacist
required. Salary scale £1,040—£1,295 per annum. Additional payments for extra clinics on optional basis. This post has become vacant on the promotion of the current holder. The wide range of experience offered will be of value to anyone seeking an interesting job and good prospects of further advancement in the hospital service.
Applications, with names of two referees, to Administrative Officer, Royal Infirmary, Preston, Lancs. C 6827

ROYAL FREE HOSPITAL GROUP, NORTH WESTERN HOSPITAL, LAWN ROAD, HAMPSTEAD, N.W.3
Dispensing Assistant
required at the above hospital. Whitley salary scale ranging (for applicants over 21 years of age) from £414 to £615 per annum plus London Weighting and qualifications allowances.
Apply naming two referees, to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 762

ROYAL FREE HOSPITAL
Senior Pharmacist
Applications are invited for the post of Senior Pharmacist in the Out-patient Department of this hospital. Salary in accordance with the Whitley Council scale with extra payment for evening clinics. Apply naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 764

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1
Locum Pharmacist
required at this hospital. Salary £24 13s. 6d. per week. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 753

SANDHILL PARK HOSPITAL, BISHOPS LYDEARD, TAUNTON, SOMERSET
Pharmacist (part-time) required
Two sessions per week at Sandhill Park Hospital. One session per week at other hospitals in the Group. Rate of pay, single-handed, 63/3 per session of 4 hours.
Further particulars from, and applications to, the Group Secretary. C 6793

SOUTHMEAD HOSPITAL, BRISTOL (643 beds)
Applications are invited for the following appointments:—
Pharmacist
salary scale £955-£1,200. This post offers wide experience.
Post-Graduate Apprentice Pharmacist
to commence August 1966.
Applications stating age, training, etc., to be sent to the Group Secretary, Southmead Hospital, Bristol. C 6796

ST. MARY ABBOTS HOSPITAL, MARLOES ROAD, KENSINGTON, W.8
Locum Pharmacist
(or permanent) required immediately. Pleasant working conditions in modern department. Hospital conveniently situated near Kensington High Street and Earls Court. Applications to House Governor (enquiries to Chief Pharmacist, WEStern 8201 Ext. 8). C 763

THE ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1
Pharmacist
Applications are invited for the above position. This is a new post which offers opportunities for very varied experience including some investigational work. Salary £955 to £1,200 per annum plus London Weighting and higher qualification allowance with extra payment for evening clinics. Applications should be addressed to the Group Chief Pharmacist. C 6816

VICTORIA CENTRAL HOSPITAL, LISCARD ROAD, WALLASEY, CHESHIRE
Locum Chief Pharmacist
holiday relief for two weeks commencing 16th May, 1966.
Locum Senior Pharmacist
holiday relief for two weeks commencing 20th June, 1966. Applications to Administrative Officer. C 6812

WEST PARK HOSPITAL, EPSOM, SURREY
Locum Pharmacist
required. Five-day week. Salary £24 13s. 6d. Apply immediately, stating age and qualifications to the Group Pharmacist. C 6795

WEST PARK HOSPITAL, EPSOM, SURREY
Dispensing Assistant
(Apothecaries Hall)
required for large busy psychiatric hospital (three pharmacists). Five-day week. Salary scale £542 (at age 22) rising to £737. Single accommodation available. Apply immediately, naming two referees, to the Group Secretary. C 6794

OVERSEAS

GOVERNMENT OF ZAMBIA

MINISTRY OF HEALTH

PHARMACIST/SECRETARIES

To Pharmacists who hold a degree or diploma registrable in the United Kingdom, these three year (possibly extendable) contracts offer :-

- **INTERESTING WORK** of great variety in a sunny climate.
- **GOOD SALARIES**—between £1,255–£2,600 p.a. depending on experience.
- **VACATION LEAVE** at the rate of 48 days a year, which may be accumulated.
- **SCHOOLS** offer up to 'O' level locally but generous educational allowances payable for children left at or sent to schools in Britain or Ireland and free mid-tour passages for these children to visit parents.
- **HOUSING** with heavy furniture at low rentals.
- **GRATUITY** of 25% of total salary drawn.
- **FREE RETURN PASSAGES** for successful applicants and their families.
- **SUPPLEMENT** for no less than £200 a year also payable.

Apply to CROWN AGENTS, M. Dept., 4 Millbank, London, S.W.1, for application form and further particulars, stating name, age, brief details of qualifications and experience, and quoting reference M3H/54461/CD.

C 6813

WILLESBOROUGH HOSPITAL, WILLESBOROUGH, ASHFORD, KENT

Assistant-in-Dispensing

Whitley Council conditions of service. Salary £467 at 22 years rising to £697 according to experience and qualifications. (Salary scale at present under review.) Applications with the names of two referees should be sent to the Hospital Secretary as soon as possible.

C 6815

PUBLIC APPOINTMENTS

MINISTRY OF DEFENCE

Dispensing Assistant

A Dispensing Assistant is required for the Royal Air Force at Chessington.

The duties consist mainly in receipt, issue and checking of standard packs of drugs, breaking down bulk into smaller packs, and routine bulk dispensing.

Salary on agreed Whitley Council scale.

Apply by letter stating age, qualifications, and experience to the Officer Commanding, Royal Air Force, No. 248 Maintenance Unit, Chessington, Surrey. C 6826

SITUATIONS VACANT

RETAIL (HOME)

ASHTON-UNDER-LYNE, LANCASHIRE, Manager/Manageress required to take over well-established branch business. Full staff. Apply George Hinchliffe Ltd., 106 King St., Dukinfield, Cheshire. C 761

LADY OR GENTLEMAN PHARMACIST required to manage branch pharmacy—well staffed. No extra duties, no book-keeping. In pleasant town in Norfolk. Existing holiday arrangements honoured. If you would like working for small appreciative family company please write with usual particulars to: Bowskills (Chemists), Ltd., London Road, King's Lynn. C 1680

SITUATIONS VACANT

WHOLESALE

Expanding Sales Force

Long-established Northern Toiletry and Pharmaceutical House has a vacancy for an effective and energetic Representative, resident in the London area.

This appointment is in connection with the expansion of an already existing connection in London and the Home Counties.

Substantial advertising support is assured. Minimum salary with commission £1,500 p.a. with car provided, plus expenses; also Non-contributory Pension Scheme.

Apply in confidence stating age, previous experience, territories worked and present Company to:—

KAPUTINE LIMITED,

BOARDMAN STREET, OLDHAM, LANCS.

C 1691

PHARMACIST

Wanted—Pharmacist for tablet making department. Five-day week. Very good salary and excellent prospects. Previous experience an advantage but this is not essential. The position would be ideal for a newly qualified man who would like to make his career in industry.

Apply the Secretary,

APPROVED PRESCRIPTION SERVICES LTD., CLECKHEATON, YORKSHIRE.

C 6773

YOUR NAME

could be on this card

Recent promotion, linked with further expansion and consolidation, makes room for men of ambition, enthusiasm and integrity to join a first-class marketing team as medical representatives.

Immediate vacancies exist in **BRISTOL, LEEDS, S.W. LONDON, SOUTH WALES** and **NORTHERN IRELAND,** but we are always pleased to hear from suitable candidates for other territories as vacancies arise.

We offer better than average conditions and an excellent future. To take full advantage of a comprehensive and continuous training programme, a pharmaceutical or allied qualification would be of benefit.

Write initially to the Personnel Manager at Speke, or discuss with our District Managers and Representatives if you have the opportunity.

C 6831

Situations Vacant—Continued

LADY PHARMACIST required as Manageress for modern suburban shop in good-class area, no rota, three weeks' holiday, expenses paid for interview to E. Butterwick Chemist Ltd., 627 Holderness Road, Hull. C 1669

WHOLESALE

MEDICAL REPRESENTATIVE required to discuss ethical pharmaceutical products in a new field, with senior hospital medical staff in London and the Home Counties. Previous experience desirable but full training will be given. Substantial salary, car provided, expenses reimbursed, pension scheme. Training course commences April 1. All applications will be treated as strictly confidential. Write: Professional Services Director, Paines & Byrne, Ltd., Perivale, Greenford, Middlesex. C 1621

SENIOR SALESMAN REQUIRED to expand selling capacity of Toilet Manufacturers with outstanding promotion prospects, willing to travel. Applicant should reside within easy reach of London. Best references only, state age, salary, and experience. Box C 1686.

SITUATIONS WANTED

WHOLESALE

ADVERTISING AND MARKETING, lady, many years experience requires appointment in London area. Administration, copy writing, pharmaceutical and veterinary specialities. Box C 1685.

DIRECTOR OF COMPANY

manufacturing pharmaceutical and toilet preparations, having extensive administrative experience and executive responsibility for staff, buying, production planning, stock control, etc., seeks comparable executive position, F.R.I.C. Age 48, energetic, healthy. London or S.E. preferred. Write in confidence to Box C 1620.

AGENTS

AGENT calling on Chemists and Stores requires additional line. Area West End, North London and Home Counties. Apply Box C 1624.

AGENT REQUIRED calling on hospitals and chemists to represent manufacturer of an interesting new product. Box C 1688.

HAIRDRESSING: PRESTIGE AGENCY. Agents with first class connections to the ladies' and gent's trade required for all areas by sole distributors of an exclusive range of prominent professional hair care products which ensure constant repeats. Apply with full details Sales Director, Box C 1682.

WANTED

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8. C 140

WANTED: one pair swan neck carboys. Approx. 2 feet high. Robert Schachter, Town Pharmacy, 1325 Canora Road, Montreal, 16, Canada. C 1689

TRADE MARKS

WANTED—TO PURCHASE. Trade marks for patent medicines, etc., run down or too small for large manufacturer. Box C 1690.

SITUATIONS VACANT

WHOLESALE

Glaxo Laboratories Ltd.
Greenford, Middlesex

Copywriter

A copywriter with either the experience or the background to be able to write the text of material for the promotion of pharmaceuticals to the medical and veterinary profession and food products to the public. The successful applicant will join a team of five which is part of a large and progressive advertising department. An attractive salary, bonus and pension scheme are aspects of the excellent conditions of employment. Apply to the Personnel Manager, Glaxo Laboratories Ltd., Greenford, Middlesex.

C 6829

BUSINESS OPPORTUNITIES

TEMPORARY SALESMEN FOR HIRE

We operate a special force of Salesmen with cars who can be hired to operate in any part of the U.K. for temporary periods. They are accustomed to calling on retailers, wholesalers and special outlets. If you wish to increase the distribution of your product, launch a new one, or temporarily augment your own sales force we can help you.

Get in touch with **Commando Sales Ltd.,**
100 Whitechapel Road, London, E.1. Telephone BIS 6525

C6797

A LIMITED COMPANY formed for £18 complete. Ready-made Companies £20. Express Company Registrations, Ltd. (Dept. 37), 70 Finsbury Pavement, E.C.2. NAT. 5434/5. C 755

DISTRIBUTOR REQUIRED for proven toilet speciality selling entirely to chemists and stores. National coverage essential. Advertising support given. Box C 1683.

MANLY MAN'S BELT. Nationally advertised "obtainable from chemists," 39/6. Full trade terms. Order by waist measurement from Manly Co., Manor House, Worcester Park, Surrey. DERwent 3877. C 635

FOR SALE

SHOP EQUIPMENT—5 YEARS TO PAY—NO DEPOSIT. Shop Equipment Finance Company, Orange Street, Bistol, 2, supply display shelving, showcases, scales, cash registers of all types, etc. C 760

MISCELLANEOUS

INTERSIGNS! Perfect, precision-moulded plastic letters, up to 12 in. high, for Shop-Fronts, Signs and Fascias. Colourful, weatherproof and easily fixed. Illustrated brochure from P.M. PLASTICS, 168 Holdenhurst Road, Bournemouth. (Telephone: 22374.) C 1679

Printed by THE HAYCOCK PRESS, LTD., 2 Exmoor Street, London, W.10,
and published by the Proprietors, MORGAN BROTHERS (PUBLISHERS), LIMITED, at 28 Essex Street, London, W.C.2 52/28/4S

Raywarp added the handle!

(You add up the additional sales)

SNAP!
OPEN!
LOOK!
"MMMMM!"
BUY!

Headliners already Britain's most bought hair-notions aren't going to hang around even though we've added a handle. Customers will still impulse buy. Only *more* so!
They'll love the lace—test the stretch — tweak the trim and make up their minds to buy two!
You'll take to Headliners too—perhaps its those adorable mark ups!

send this coupon to Raywarp for your free sample

RAYWARP TEXTILES LIMITED.
ALFRED ST. NORTH, NOTTINGHAM.

Name .....

Retailers Name .....

Address .....

..... (Dept. C.D.2)

QT goes on TV

FIRST TIME EVER ON LONDON ITV—STARTING JUNE

Britain's best-selling quick-tanning lotion
TANS with or without sun
SELLS with or without sun

supported by big National ads in
DAILY MIRROR
SUNDAY MIRROR
STARTING EARLY MAY

STRIKING DISPLAYS . . . BIG BONUSES
Wide range of free QT display units to choose from —wide selection of bonus parcels too. QT now in 3 sizes including economy family size.

ORDER NOW!
for the best terms

CHEMIST BROKERS
CROWN HOUSE · MORDEN · SURREY
Sole distributors of QT Lotion for Plough Inc. (United Kingdom) Ltd.

PP

The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

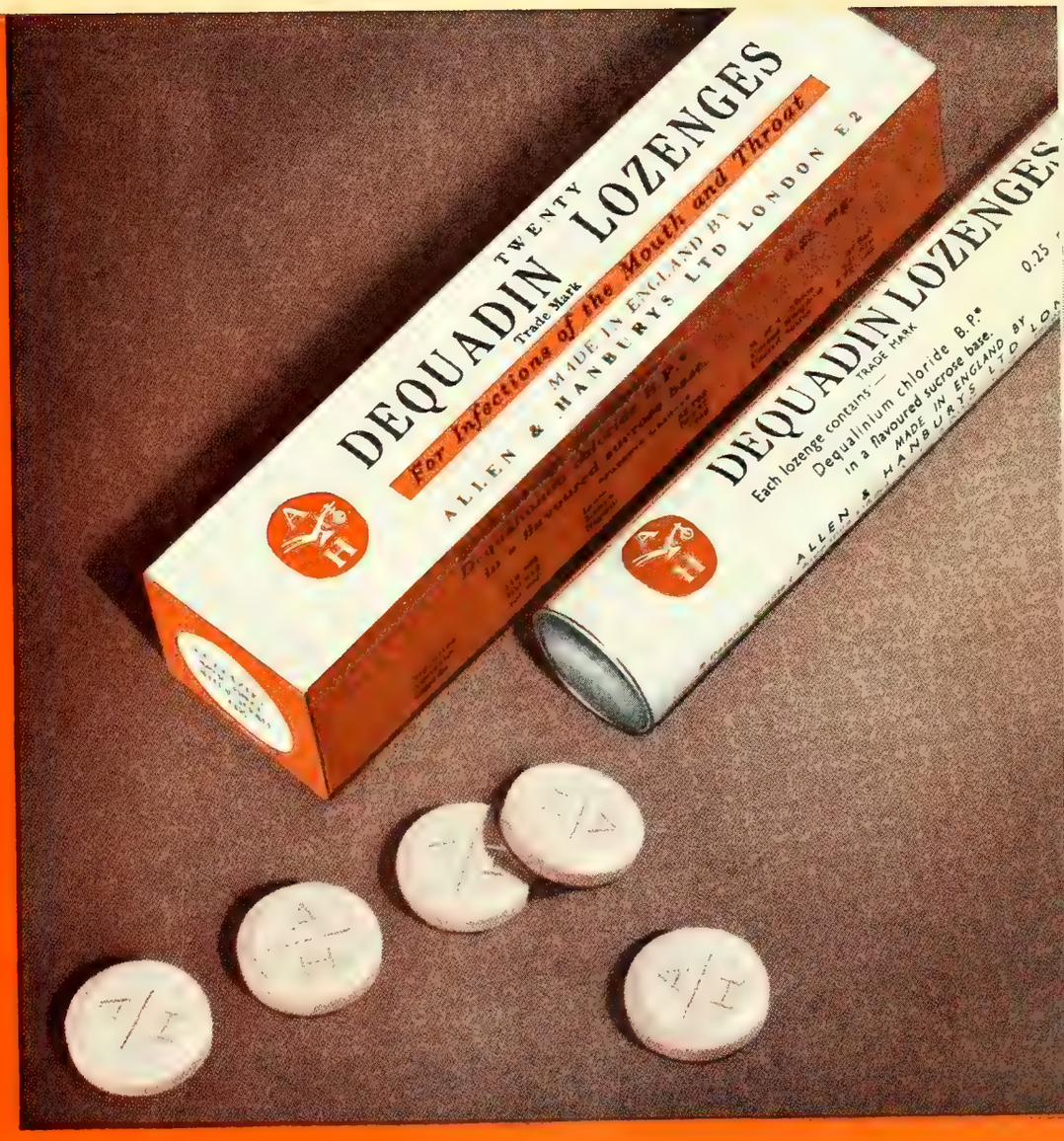
MARCH 5 1966

There's a lot of it about . . .

Throat infection – there's a lot of it about at this time of year. Fortunately you can confidently recommend Dequadin Lozenges – the most widely prescribed antiseptic lozenge – to bring rapid relief.

DEQUADIN LOZENGES

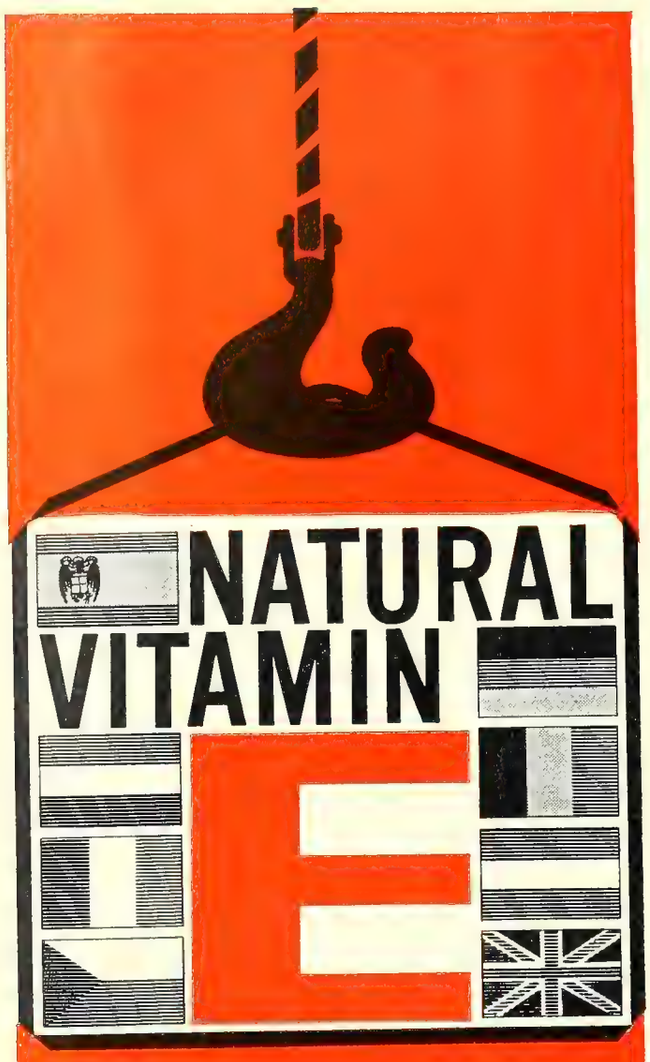
Trade Mark



DISPLAY THEM – RECOMMEND THEM – AND SELL THEM

Trade price 20/- per dozen tubes · Retail price 2/6 per tube

ALLEN & HANBURYS LTD BETHNAL GREEN LONDON E2



VITAMINS LIMITED
EUROPE'S SOLE MANUFACTURER
of d-Alpha Tocopheryl Acetate
d-Alpha Tocopheryl Acid Succinate
Mixed Tocopherols/and Feed Grade

For years Vitamins Limited have specialised in research into the physiological and therapeutic activity of vitamins and now produce an unrivalled range of vitamin products. Enquiries to Bulk Sales Division, Vitamins Limited, Upper Mall, London, W6.

VITAMINS FROM VITAMINS LIMITED

IN IVORY, NATURAL, OCHRE, PEACH, SUNGOLD, APRICOT AND RACHEL

Plastic Jars
Trade 34/- doz.
Retail 5/- each

Tubes No. 2 Trade 11/5 Retail 1/8
No. 3 18/7 doz. 2/10 each

Velouty
de DIXOR
POWDER CREAM

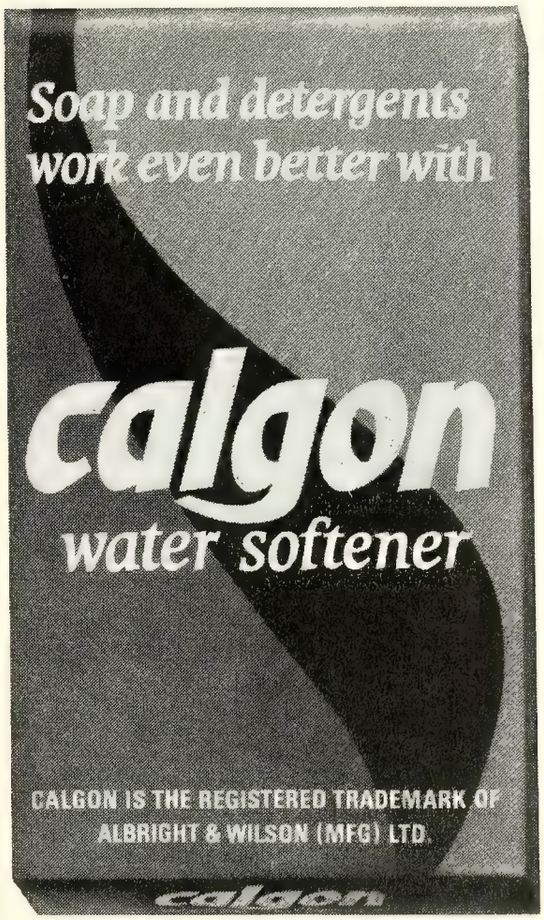
Constantly advertised in Women's Magazines

NATURAL PEACH & IVORY ONLY

Special LARGE TUBE

NO. 4 SIZE
Trade 36/8 doz.
Retail 5/6 each

DIXOR LTD. ST. LEONARD'S RD MORTLAKE. S.W.14



what's in this brand new packet for you?

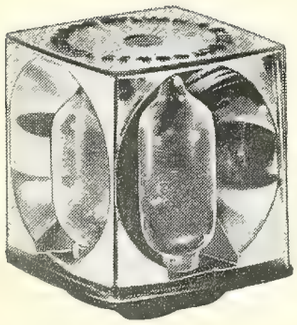
Calgon packaging has had a face lift. A range of new colourful-to-display, easier-to-use packets in 3 sizes – 12 oz, 2½ lb, and 15 lb – as well as integrated display material and sales literature is now available. Hard hitting advertising support – in both the National Press and Women's Magazines – will run throughout the year. To reap the full benefit, place your orders for Calgon Water Softener in the new, easy-pour packs now! If you are not a stockist, write for details and trade terms to: ALBRIGHT & WILSON (MFG) LTD, Domestic Sales Department, 1 Knightsbridge Green, LONDON S.W.1.

the backing of powerful advertising- and lots more money in your till, that's what!

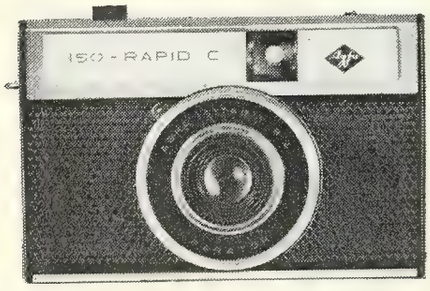
A

flash!!

AGFA LAUNCH CUBE FLASH CAMERA

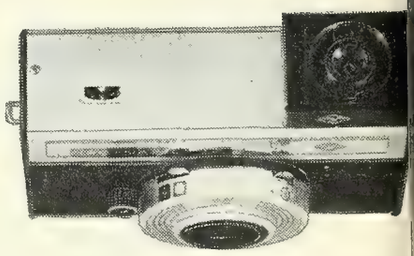


THE FLASH GOES ROUND AND ROUND... AND THE AGFA ISO RAPID "C" MOVES IT!



New ISO RAPID "C" Camera

f8.2 Agfa Achromat lens, speeds —1/40th and 1/80th, selected by weather symbols on front of camera. Cube Flash automatically sets 1/40th sec. for flash pictures. Capicitor-fired flash. 16 exposures 24mm x 24mm on Rapid film. Winding on the film automatically rotates the Cube Flash, bringing a new bulb to the front. Double exposure prevention device and safety lock are built in. Retail Price for Cube Flash Outfit comprising Iso-Rapid camera, 3 Cube Flash units, battery, ever-ready case and 1 black and white Isopan ISS film—£7 19 6



New Cube Flash Adaptor

Converts the Agfa Rapid IF Camera from standard flash to Cube Flash. No complicated fitting of adaptor—it simply clips on the Agfa Rapid IF camera over the retracted flash attachment and permits the use of Cube Flash units, by manual rotation. So the built-in flash gun with individual bulbs or revolutionary new Cube Flash can be used, whichever you please. Retail Price 14/-.

flash!!

Agfa-Gevaert—pioneers of so many brilliant photographic innovations in the past—now launch in the U.K. a new Rapid camera, the Agfa ISO RAPID "C" specially designed for Cube Flash, and timed to coincide with the introduction into this country of this revolutionary new flash system. Supplies of this new camera are available now. Everyone will be talking Cube Flash from now on. Have this new Agfa camera ready—and turn the talk into sales.

AGFA-GEVAERT

Agfa

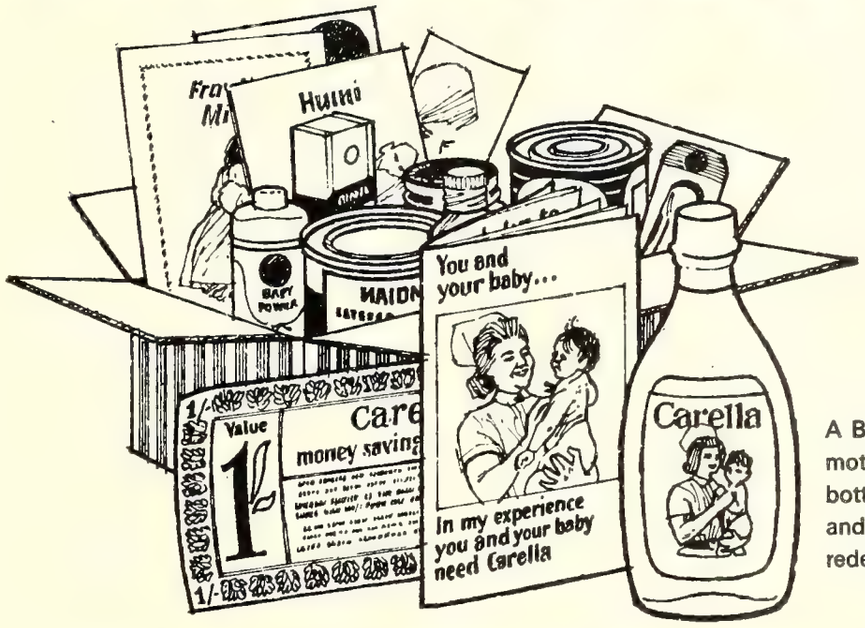
trusted throughout the photographic world

Agfa Limited. 27 Regent Street. London S.W.1. REGent 8581

New Carella

Carella
Richest in Natural Vitamin C
Only the best is good enough for your baby...
Carella
Carella–richest in natural vitamin C

From Beecham



A Bounty Parcel for new mothers includes a sample bottle of Carella, a leaflet and a 1s. off voucher redeemable at *your* shop.

44% OF ALL NEW MOTHERS WILL SAMPLE CARELLA*

NATIONAL ADVERTISING LAUNCH WITH FULL COLOUR PAGES

New Carella is richest in natural vitamin C. It comes from the Acerola Cherry, the richest known source of ascorbic acid with more than twice the vitamin C content of English rose hips.

Why every mother will give her baby natural Carella.

Every mother knows from her clinic that *natural* baby foods are best. And Carella is completely natural. In 1962 the United Nations World Health Organisation strongly urged that wherever possible, baby foods should be prepared without food additives because of the toxicological risks. The Beecham Food and Drink Division then commenced work on a *natural* vitamin C supplement. The result was Carella.

Carella—specially formulated for infants, pregnant and nursing mothers.

Carella is a completely *natural* vitamin C syrup with no synthetic chemicals, and no colouring or preservatives added. It is four times less acid than rose hip syrup.

DEMAND WILL BE HEAVY. ORDER YOUR CARELLA NOW!

Carella–the only vitamin C supplement that is 100% natural

* 44% of all mothers having babies this year will receive a sample of Carella.

INDEX TO ADVERTISERS

Agfa/Gevaert Products 2, 3
Albright & Wilson (Manf.), Ltd. 1
Allen & Hanburys, Ltd. ..... Front Cover
Ames Company 41
Ashwood Timber & Plastics, Ltd. 48
Askit, Ltd. 48

Barber Electrical Services, Ltd. 38
Barnangens Vademecum, Ltd. ..... Interleaved Edit., 30
Beecham Food & Drink Division (Carella) 4, 5
Beecham Food & Drink Division (Lucozade) Interleaved Edit., 23
Blythe, William, & Co., Ltd. 38
British Drug Houses, Ltd. ..... Interleaved Edit., 31
British Dyewood, Ltd. 33
Brown & Polson, Ltd. (Coopers) 20
Burroughs Wellcome & Co. ..... Price List Sup., page 1
Bush, W. J., & Co., Ltd. 34
Butler & Crispe, Ltd. ..... Interleaved Edit., 32

Carteret Products, Ltd. 48
Cataline, Ltd. 33
Chemist & Druggist—Tablet Chart 46
Chrome Mesh Equipment, Ltd. 13
Corre, A., & Son, Ltd. ..... Price List Sup., page 3
Cox, A. H., & Co., Ltd. ..... Cover iv

Dixor, Ltd. ..... Cover ii
dott. Inverni & Della Beffa S.p.A. ..... Cover iii

Eylure, Ltd. 39

Fisons Pharmaceuticals, Ltd. 16, 17

Gerber Baby Foods ..... Interleaved Edit., 24

Hadderby, Ltd.—Leo Laboratories, Ltd. 18, 19

Illingworth, E., & Co., Ltd. 21
Ilon Laboratories 38
International Federation of Olive Oil 47

Lastonet Products, Ltd. 44

Macarthys, Ltd. 7
Mennen (U.K.) Men's Toiletries (Golden, Ltd.) 9, 10, 11, 12
Mennen (U.K.) Men's Toiletries (Golden, Ltd.) Interleaved Edit., 29

National Cash Register Co., Ltd. 36, 37

Orridge & Co. ..... Price List Sup., page 2
Osmond Aerosols, Ltd. 38

P & M-Warrick 8
Parfums de Soisel (U.K.), Ltd. 22
Phillips, Scott & Turner Co. 40
Polaroid (U.K.), Ltd. ..... Interleaved Edit., 28

Rayette Beauty Products, Ltd. 42, 43
Revlon International Corp. 14, 15

Salesmaster Shopfittings, Ltd. 22
Sessions, William H., Ltd. 48
Shulton (Great Britain), Ltd. 6
Spanish Olive Oil 35
Stephanie Bowman (Sales), Ltd. 33

Turners Chemists, Ltd. (Slim Disks) Interleaved Edit., 25, 26, 27

Vitamins, Ltd. ..... Cover ii

IMPORTANT ANNOUNCEMENT

Mr. Geoffrey S. Sladden, Managing Director of Shulton (Great Britain) Limited and Mr. J. de T. Vischer, Director of Grasse Limited, have announced the signing of an agreement whereby the Shulton Company acquired exclusive rights to distribute and market the Carven line of French perfumes in the United States, Great Britain, Canada, Mexico and certain other areas.

The present distribution of the Carven products by Grasse Limited has been assumed by Carven Distributors, a specially developed marketing division of Shulton (Great Britain) Limited with offices at Trevor House, 100 Brompton Road, London, S.W.3.

Carven Distributors will be operated independently, pursuing current policies with respect to distribution, merchandising and advertising.

service... is more than just a word to

Macarthys Limited

Most pharmacists know that Macarthys seven depots each with its own fleet of vans delivers all orders quickly and efficiently.

Most pharmacists know that Macarthys quality control ensures the high standard of products that bear our name.

Most pharmacists know that Macarthys carry an exceptionally wide range of pharmaceuticals and ethicals.

Most pharmacists know that because of this, all dispensing requirements can be met on one order.

did you know?

Macarthys Limited
Chesham House, Chesham Close, Romford

ROMFORD	*ROmford 46021*
SOUTHEND on SEA	*Southend 63251*
LEE	*KIPling 5555*
CAMBERWELL	*REDpost 4121*
WEMBLEY	*WEMbley 8855*
MANCHESTER	*ARDwick 5131*
GLASGOW	*MARyhill 5221*

and in Family-size bottles

EVERY WEEK!

striking advertising will get new customers for you—and only you!

NEWS OF THE WORLD	**16,286,000** adult readers	
PEOPLE	**15,578,000**	,,
SUNDAY MIRROR	**13,176,000**	,,
REVEILLE	**5,553,000**	,,
SUNDAY MAIL	**2,073,000**	,,

STOCK—DISPLAY—SELL MEGGESON DYSPEPSIA TABLETS

P & M—WARRICK Seymour Road, Leyton, London E.10. Tel: LEYtonstone 3334

WK.5

Mennen says go to your sales

Now! America's top-selling after-shave is here!

Mennen Skin Bracer. Used every day in over 100 countries . . . outselling every other after-shave in the world. Here now – for you to sell!

Britain's biggest ever advertising for men's toiletries

The largest, most forceful campaign ever to promote men's toiletries in Britain. Breaks April 15th – runs all year round!

Mennen on T.V.

* *Complete national-network coverage – all stations, all are*
* *Dynamic 30-sec commercials*
* *Will reach 80% of all men*

Mennen in the Press

* *Full year round campaign breaks Friday, April 15th.*
* *Full-pages in the Daily Express, the Daily Mirror, the Sun, the Sunday Mirror.*
* *Over fifty half-page advertisements in the Daily Mirror, the Sunday Mirror, the Daily Express, the Sun.*
* *Full pages in colour in the Weekend Telegraph.*
* *Dominating colour spaces in Woman, and other leading women's magazines.*

Mennen says go to your sales

Mennen says go to your sales

The Mennen Range

Skin Bracer leads in the brilliant Mennen range! *Eye-catching display material . . . rewarding bonus offers . . . the largest-selling range of its kind in the world.*

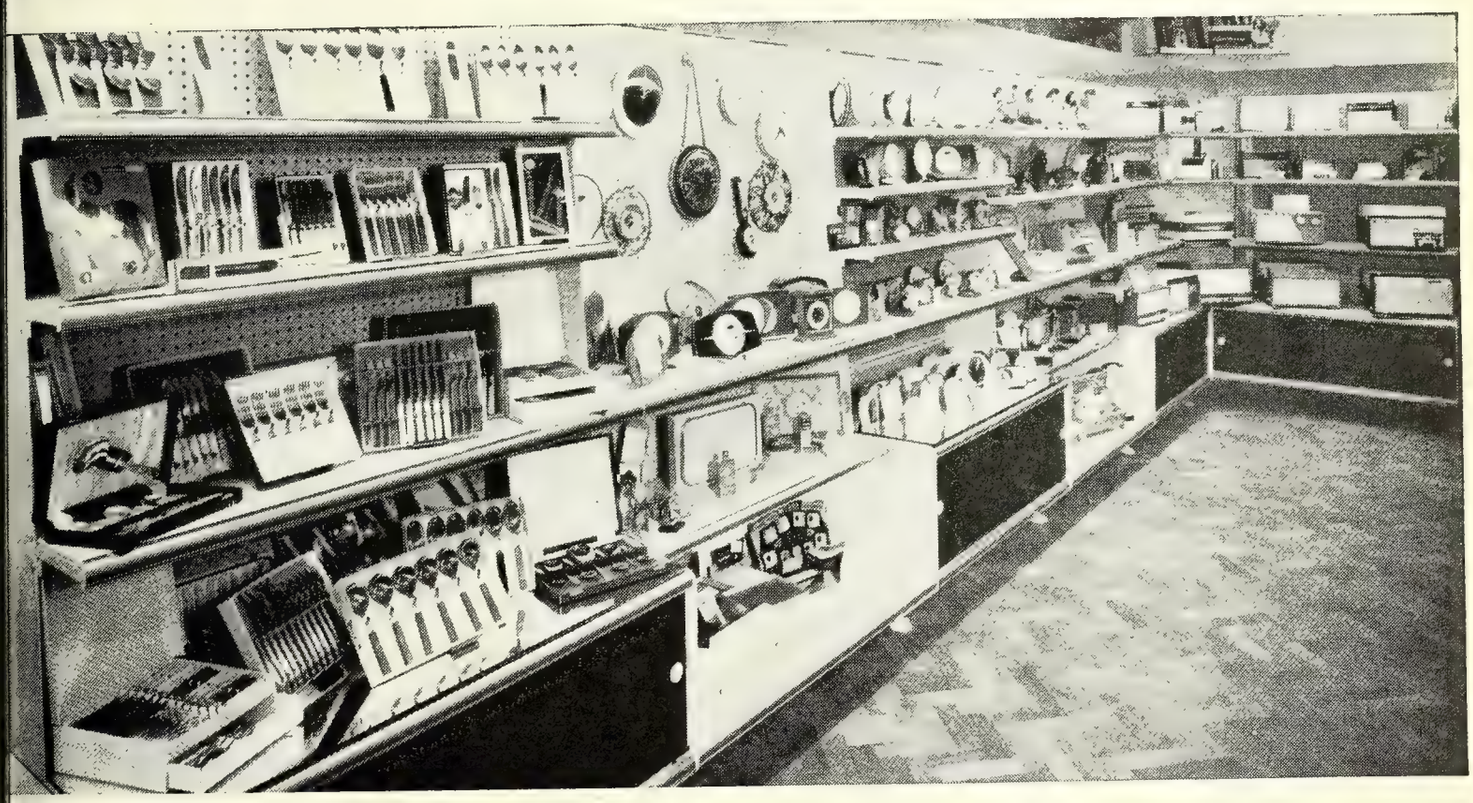
The Mennen range includes: *Skin Bracer After Shave Lotion . . . Afta, After Shave Skin Conditioner . . . Electric Pre-Shave Lotion . . . Shave Talc . . . Body Talc . . . Sof' Stroke Aerosol Shaving Foam (Regular and Menthol-iced) . . . Tube Shave Creams–Lather and Brushless, (Regular and Menthol-iced) . . . Speedstick Deodorant . . . Spray Deodorant Pushbutton Deodorant.*

For full details contact your Golden Ltd. Representative, or write to Golden Ltd., Berkeley Square House, London, W.1. Telephone: MAYfair 8240

or self-service—specify SERIES TWO BY CHRO-MESH

ISIT OUR STAND 47
NATIONAL GROCERY TRADE FAIR
BINGLEY HALL, BIRMINGHAM 15-17 MARCH

he versatile new system with one basic unit



Iore and more leading names in the chemist and toiletries field are witching to self-service. No wonder. Few other trades can present uch attractive merchandise which, when well displayed, almost sells self. And this new swing to self-service coincides with the introduction f Chrome Mesh's latest and greatest system — **SERIES TWO.**

ERIES TWO is a flexible, all-purpose system which can be adapted o all forms of merchandise display. It has been developed as a result of hrome Mesh's long and extensive experience in European and American markets. It is precision built, of sturdy, steel construction and can be easily installed or altered without nuts or bolts. Its many advantages include the following features:

- Shelf adjustment every 1½" with 4 different angles of presentation.
- Uprights in 6 different lengths: free-standing or fixed.
- Shelving in 3 different lengths, 7 widths and a variety of surfaces.
- Standard components for specialised section including prescription stock shelving and toiletry binning.
- Cupboards and Drawers, Bunk Units and Platforms in 8 different sizes and variety of finishes.
- Keenly competitive price.

You are probably thinking of self-service . . . that means you must consider SERIES TWO the greatest advance in self-service equipment by the acknowledged experts — CHROME MESH. Write for full details.

POST THIS COUPON NOW

Please send details of Chro-Mesh Series Two and the unique All-in-One plan for conversion and installation, etc.

NAME _____

ADDRESS _____

_____

_____

TEL: _____

Chrome Mesh Equipment Ltd., Morden, Surrey DERwent 3881 CD5

CHRO-MESH

AUTHORITY IN SELF-SERVICE PLANNING

Revlon chooses the Sunday Express

Today, there is a way for a man to get rid of ugly dandruff

(no matter what anybody claims!)

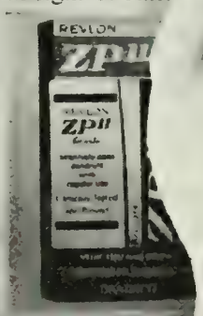
Revlon's new hairdressing ZP[11] regularly used, positively ends dandruff, as American medical evidence proves, in 78% of all cases

Today, a major medical discovery has been made, which with regular use, stops dandruff flaking, itching, scaling, burning and crusting—not for just a day, but forever.

A radically new formula... Revlon has discovered a remarkable new formula, ZP[11] anti-dandruff hairdressing, containing Zinc-Pyridinethione, which stops all dandruff symptoms permanently with regular use. It penetrates the scalp and safely treats it 24 hours a day.

Doctors were sceptical... For three years, a team of eminent American skin specialists tested Revlon's ZP[11] formula on hundreds of men with both simple and severe dandruff conditions. The doctors found that in 78% of all cases every sign of dandr completely disappeared.

Remarkably easy to use... New Revlon ZI a moisturizing cream hairdressing that grooms hair perfectly while eliminating all signs of dand And it works fast. Most cases improve within the first two weeks. A formula proven by eminent doctors eliminates the problem of dandruff; a problem which has plagued man for centuries.



Revlon ZP[11] formula hairdressing really works!

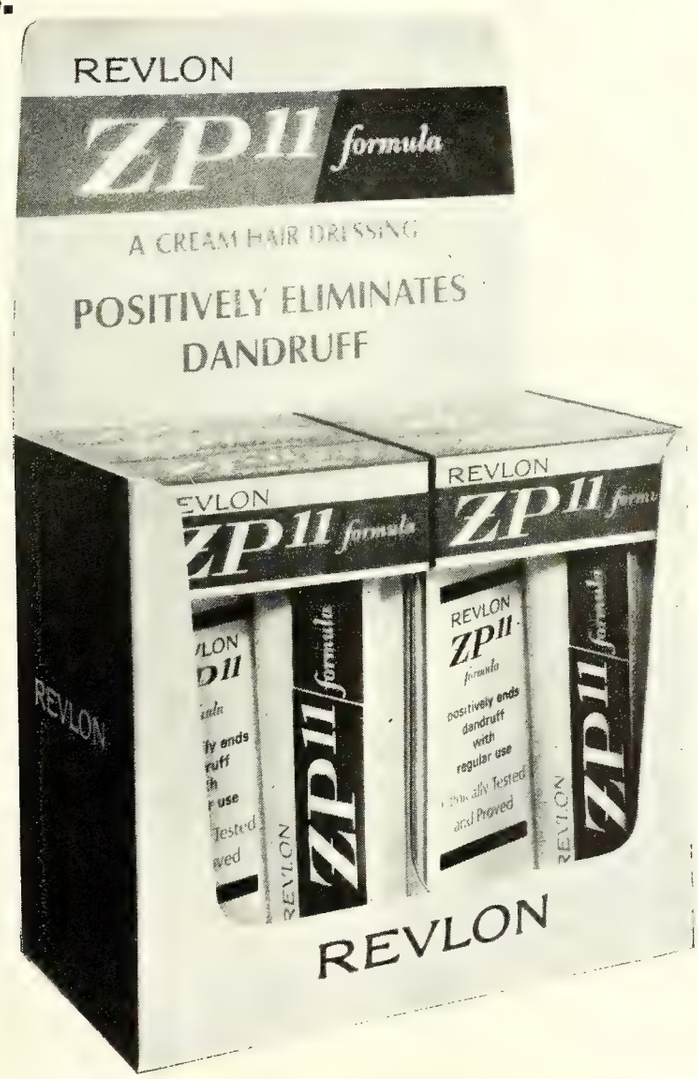
new Revlon ZP[11] formula

Positively ends dandruff with regular use.

More than 10,500,000 readers saw this full page advertisement in the Sunday Express announcing Revlon's remarkable new hairdressing ZP[11].

The only hairdressing that positively eliminates dandruff with regular use.

And it is sold only through Revlon franchised distributors.



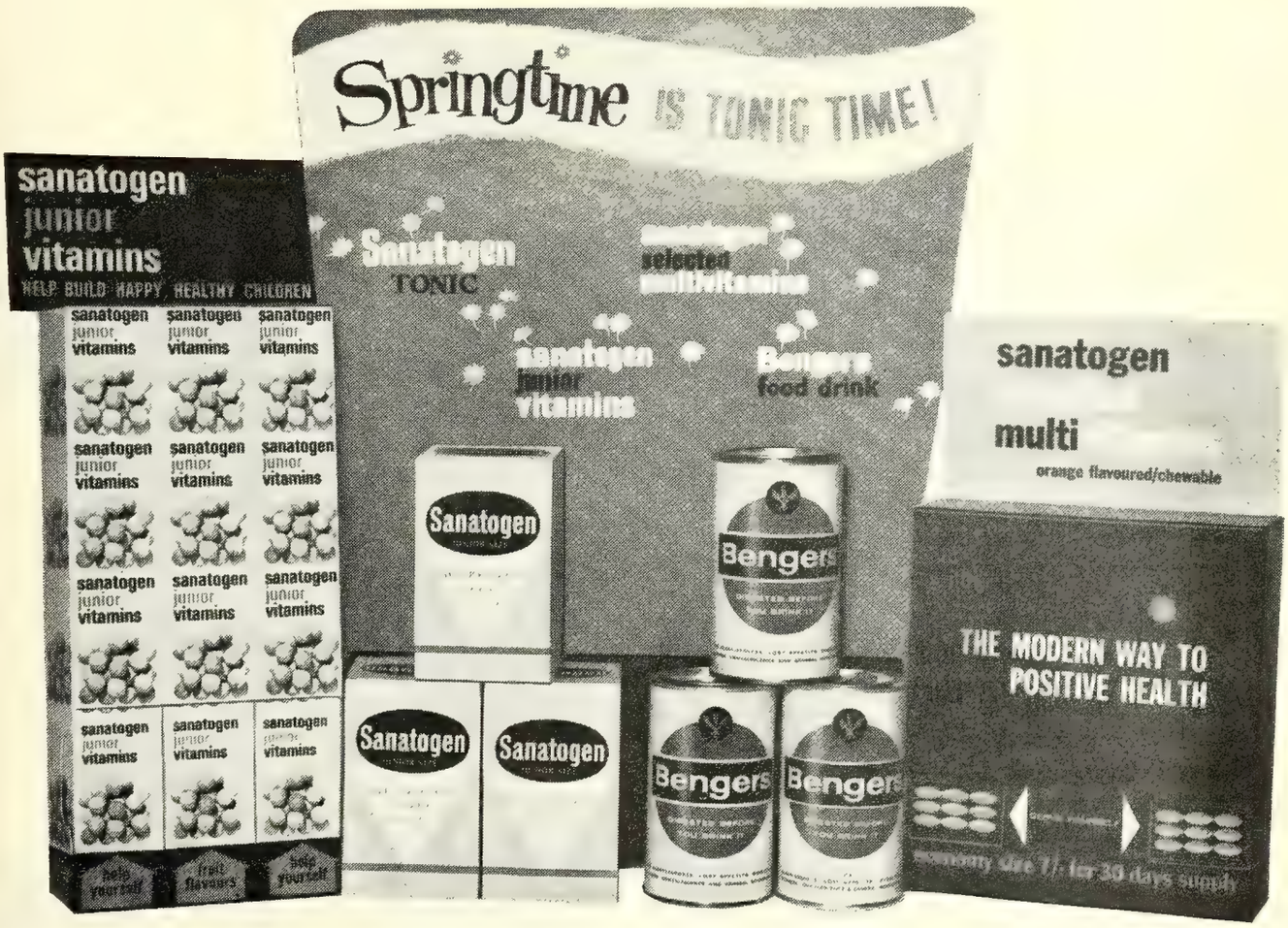
Further advertisements in the Sunday Express will continue to stimulate an already great demand.

Make sure you have ample supplies to keep ZP[11] on your counter.

A SPECIAL
COMPETITION
FOR CHEMISTS ONLY

WIN A MINI

in the Fisons Motoring Safety Contest



There are six brand new Austin de luxe saloons to be won in the great new Fisons Pharmaceuticals Motoring Safety Contest for chemists only. How would you like to win a Mini—entirely free?

HOW TO QUALIFY FOR THE CONTEST

You or the Fisons representative mount a counter or window display with the special spring-time display unit of a minimum of:

¼ dozen Sanatogen Tonic
1 dozen Sanatogen Selected Multivitamins
1 dozen Sanatogen Junior Vitamins
¼ dozen Bengers Food

These should still be on display on the representative's next visit.

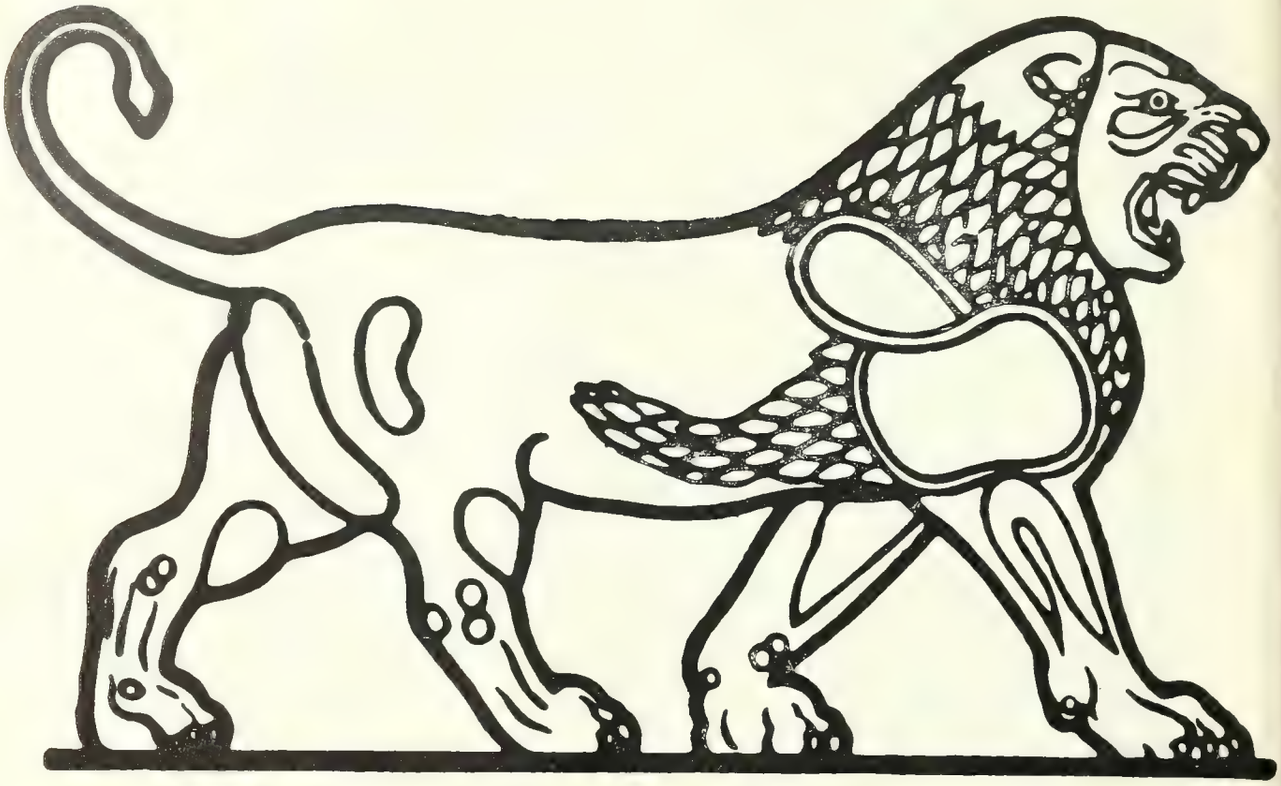
HOW TO WIN THE CONTEST

You fill in a reply-paid entry form, which the representative will give you on his second visit. The contest consists of listing six motoring safety features in the correct order, and completing a phrase about the most important safety factor.

Results will be published in the 'Chemist and Druggist' in August, 1966.

COME ON! Win a Mini in the Fisons Motoring Safety Contest—and win increased profits from displaying Fisons products.

SPRING-TIME IS TONIC TIME



L E O

Now available to meet your prescriptions for oral penicillins. **PENICALS 333** is nc being introduced to the medical profession to meet the need for a single tablet do equivalent to 500,000 i.u.

PENICALS 333 tablets contain 333 mg. of Penicillin V Calcium BP., **PENICALS 3** suspension contains 333 mg. per 5 ml.

Also available as **PENICALS** tablets 125 mg. and 250 mg. of the calcium salt Penicillin V B.P., and Paediatric suspension containing 125 mg. per 5 ml. Your L representative will be providing further information.

Introducing **penicals**®
Penicillin V Calcium B.P.

		Wholesale Price	Trade & Hospital Price
enicals 333 blets 333 mg.	100 250 500	45/6 113/6 222/9	53/6 133/6 262/-
enicals 333 uspension 333 mg. er 5 ml.	60 ml. bottles	8/6	10/-
enicals aediatric Suspension 25 mg. per 5 ml.	60 ml. bottles	3/8	4/4

penicals tablets		Wholesale Price	Trade & Hospital Price
250 mg.	100 250 500 1000	34/5 85/5 170/- 335/9	40/6 100/6 200/- 395/-
125 mg.	100 500 1000	17/10 87/2 170/-	21/- 102/6 200/-

D LABORATORIES LTD.,
yes, Middlesex.

When a range of diabetic products is as delicious as Frank Cooper's there must be a catch.

There is. Customers.

There's an advertising campaign for Frank Cooper's diabetic products in the current hospital, nursing and diabetic press. Saying how delicious they are, how low in carbohydrates compared with ordinary marmalades, preserves and dessert fruits.

And pointing out that they stay fresh long after they've been opened.

And not a wider range of such foods exists anywhere.

So when you stock up with Frank Cooper's diabetic products you get customers. Customers who come back for more.

Stock up now with Frank Cooper's marmalades, preserves and dessert fruits. Fully approved by the British Diabetic Association.

Analysis	Marmalades and Preserves	Dessert Fruits
Carbohydrates per ounce	0.75 Grams	0.8–1.2 Grams
Calories per ounce	70	7.5
Sorbitol per ounce	19 Grams	2.8 Grams

Frank Cooper Ltd · Oxford · Tel: 44791

COTTON WOOLS

that come in cartons from

ILLINGWORTHS

Smart polythene-wrapped blue and white packs. Modern looks, more convenience, maximum hygiene. 1 oz., 2 oz., 4 oz., 8 oz., 16 oz., sizes. B.P.C. and Hospital Qualities.

Also in Rolls

Pleated in Polythene Bags

Bottle Neck Wool

Respirator & Filter Pads

Blended Wool

A high quality product of
E. ILLINGWORTH & CO. (BRADFORD) LTD.
Shelf Mills, Shelf, Nr. Halifax
Tel: Bradford 76261-9 Grams: Illmond Bradford

THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 March 5, 1966 No. 4490

CONTENTS

Branch Events 222
Bulk Buying for Dublin Area? 237
B. Vet. Codex Amendments 233
Chemists' Remuneration 233
Contrast Media Considerations 236
Correspondence 230
Guide to New Medicaments 234
Leading Articles:
A Patent Runs Out 231
Brakes on Price and Income Rises ... 231
Overseas Trade in Pharmaceuticals ... 231
Leicester Branch Dinner (Cartoon) ... 223
New Products and Packs 227
Planning a Bedfordshire Factory ... 232
Topical Reflections 221
Warning on New Legislation 230
Working a Five-day Week 230

Bonus Offers 229
Business Changes 226
Coming Events 241
Commercial Television ... 242
Company News 225
Contemporary Themes ... 242
Deaths 226
In Parliament 224
Irish News 220
Legal Reports 225
New Companies 242
News in Brief 221
N.H.S. Statistics 237
Notes on New Medicaments 240
Patents 240
Personalities 226
Prescribers' Press 242
Print and Publicity ... 240
Sport 221
Trade Marks 240
Trade Notes 229
Trade Report 238
Wills 241

Index to Advertisers, p. 6. Classified Advertisements, p. 49.

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LEEDS, 16: 32 Wynford Rise, West Park. *Phone:* Leeds 67 8438.

ANNUAL SUBSCRIPTION
which includes The Chemist and Druggist Diary and Year Book, £4 5s. Single copies 1s. 3d. each (postage 8d.).

Albacri de Soisel

The Perfume by Perfumers created, bottled and packed in Grasse.

NOW AVAILABLE IN BRITAIN

A New, Gay and Sophisticated perfume

National advertising commences April. Point-of-sale material, testers and sample phials available

. . and a retailer's margin which will surprise you

Parfums de Soisel (U.K.) Ltd 1 ARTILLERY PASSAGE, LONDON, E.1. Tel: BIS 1462

VISIT OUR SHOWROOMS at REGENT HOUSE

INDUSTRIA AD PERFECTIONEM

Salesmaster

SHOPFITTINGS LTD

REGENT HOUSE,
DOCK ROAD, BIRKENHEAD, CHESHIRE
BIR. 8794

Please Send Details of
FREE PLANNING & ADVISORY SERVICE

Name

Address

C&D 3/66

ADVERTISER'S ANNOUNCEMENT

In mild acute gastritis when the question is...

HOW TO ENSURE that a patient with nausea and vomiting takes sufficient essential fluid and calories. Very often in such circumstances you are the person looked to for an answer.

A patient with gastritis, because he has nausea, cannot face a conventional diet. The mere smell of food may be enough to make him vomit. Yet nutriment that will spare protein and provide energy as well as some fluid intake is essential to such a patient.

What, then, can you do to help these patients? A liquid glucose drink will very often provide the answer, and just such a drink has been in everyday clinical use for many years . . . Lucozade. So, when the question is "What shall I recommend to help this patient?" remember that Lucozade's value has been fully established over a long period of time.

Just why it is so suitable under these circumstances derives from its formulation:—

¶ Lucozade is basically a solution of liquid glucose which contains a number of carbohydrates, of which dextrose (glucose) is only one. The others (maltose, oligosaccharides and higher saccharides) comprise more than 80% of the total weight of the constituents. It is erroneous, therefore, to think of liquid glucose as being dextrose in liquid form. For instance, it is not as sweet as dextrose (or sucrose). The relative sweetnesses are: liquid glucose 23, dextrose 74, (sucrose 100).

¶ In man liquid glucose has been shown[1] to produce a 10% blood sugar rise in 5.1 minutes, compared with 7.2 minutes for dextrose and 8.3 minutes for sucrose. It spares protein and provides fluid. One large bottle of Lucozade supplies 546 Calories (except in Northern Ireland where, because of an increased liquid glucose content, it provides 650 Calories).

¶ Liquid glucose has a much lower osmotic pressure than either dextrose or sucrose and it is for this reason, together with its lower sweetness level, that it rarely causes nausea or stomach upset, even when taken in considerable quantity. Moreover, Lucozade is pleasant to take. It has a mild citrus flavour, is lightly carbonated and acidified with lactic acid.

¶ Lucozade is, therefore, invaluable—when fluid intake has to be increased; when a patient cannot face a normal diet or has difficulty in swallowing; in any gastro-intestinal disorder; pre- and post-operatively; in hepatitis; and in cases of fatigue due to a temporary drop in the blood sugar level.

[1] Lancet, 1959, i, 485.

Gerber EASTER BUNNY

Over 2 million mothers will see me in full colour in March

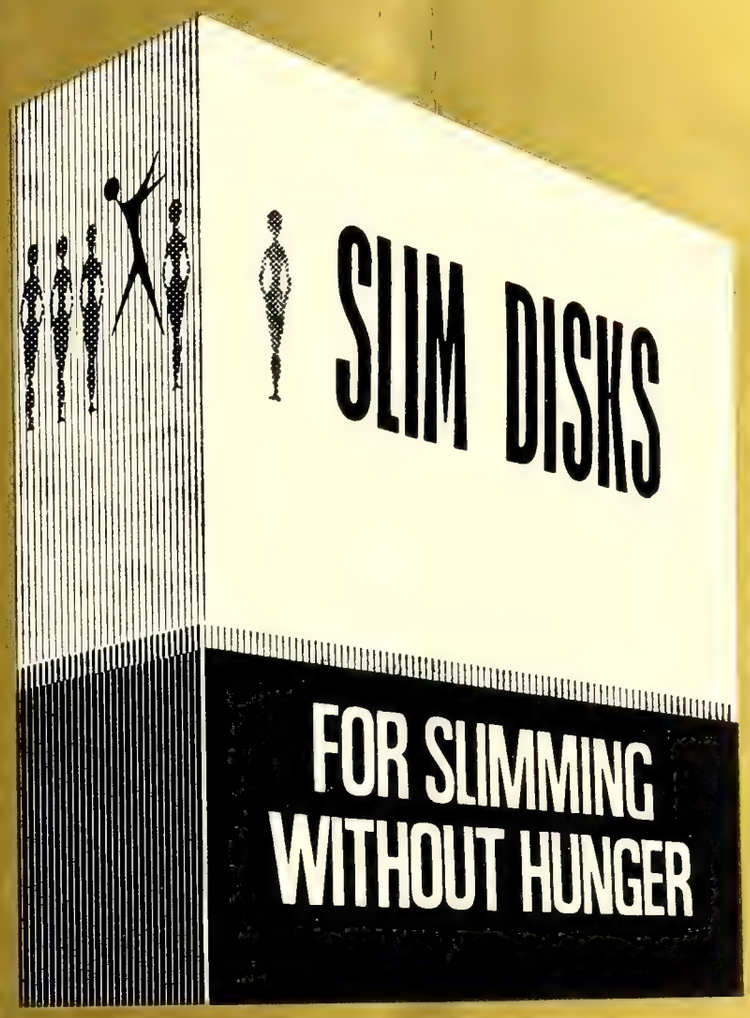
Woman's Own
Woman
Woman's Realm
Woman's Mirror
Mother & Baby
Babyworld
Mother

PREMIUM OFFER

Your customers need
3 Gerber labels from Cereals or Strained or Junior Foods.
They pay 17/6d; value 27/11d; save 10/5d
offer ends 30th April

Stock up on all Gerber varieties

Gerber Division, Brown & Polson Limited,
Claygate House, Esher, Surrey



"Thousands now slim who never thought they could"

New—Chemists only line

National launch for S

Highly successful Midland Test Market indicates vast untapped consumer demand.

Unique nationwide distribution through every wholesaler in the country.

YOUR SLIM DISKS INTRODUCTORY BONUS

14 to the dozen on every order over 3 dozen. 13 to the dozen on every order of 1 or 2 dozen.

n Disks on April 9th

Massive year round advertising

in Woman, Woman's Own, Sunday Express, People and Sunday Mirror — covering 14 million women.

SLIM DISKS are manufactured by Trentham Laboratories of Nottingham and nationally distributed by Vestric Limited.

The recommended Retail price for Slim Disks is 5/- for a 30 tablet pack.

How do you sell Polaroid sunglasses? Demonstrate them. Prove that they wipe out glare. All it takes is a little of your time...

backed up by a lot of our money.

Nice to know we're working for you, isn't it?

And we are. Harder than ever. To help you sell Polaroid sunglasses faster, easier, more often, we're pouring more money into more great ads in more media.

More than any other maker of sunglasses we know. More than we did ourselves last year.

In 1966 your customers will see us on TV throughout the Midlands, London and Southern areas all through the May-June peak. They'll see us in the Daily Express, Daily Mail and in the Weekend Telegraph Colour Magazine.

They'll see us where it counts. When it counts. And the way it counts: In demonstrations that prove, before their eyes, that *Polaroid sunglasses eliminate glare as no ordinary sunglasses can.*

Frankly, if there's anything more we can do to help, we'd like to know what it is.

ADVERTISER'S ANNOUNCEMENT

THE MENNEN STORY

The facts: Mennen products are consistently at the top of the sales graphs in the over 100 countries where they are sold.

Mennen occupies a multi-million dollar factory complex in Morristown, New Jersey.

Mennen has always held as its by-word — "integrity".

Mennen makes the after-shave lotion that outsells every other after-shave in the world.

IT was 75 years ago that a young American pharmacist, Gerhard Mennen, opened his own tiny chemist shop. Today that baby has grown to a giant. The name Mennen is known from Monte Carlo to Mexico City—from Milan to Montevideo. And they haven't stopped growing yet. This month Mennen comes to Britain. For the first time this complete range of superb men's products will be available to chemist shops *all over* the United Kingdom. The millions of men who regularly buy Mennen have tested and unanimously approved all of the range. Sales records from all over the world show just how good they are, how well they fill a need, perform a definite function. Consumer tests in this country have shown that they will win the same sort of acceptance, inspire the same confidence here.

The Mennen product confidence stems from the Mennen founder. Gerhard Mennen made everything he sold under his own name just as he had been taught to dispense prescriptions—accurately and ethically. He believed strongly that if he could serve the community he would be fulfilling one of the highest aspirations of any chemist.

First major need Gerhard Mennen filled way back then was one that could literally be called a "crying" one. Worried mothers didn't have anything that would effectively combat their babies' prickly heat and nappy chafe. After years of research, Gerhard Mennen came up with the answer—Mennen Talcum Powder. The foundation of what was to become the Mennen Company was an instant success.

Son followed father into the business (it's still a family firm) and product followed product. The first successful tube-packed shaving creams, the first menthol-iced shave cream, an after-shave skin conditioner, the most successful spray deodorant, the fabulously successful after-shave, SKIN BRACER, that today outsells every other after-shave lotion in the world!

Proud as Mennen are of their sales records—they are even prouder of the quality of the range they produce. True to the Gerhard Mennen tradition, there are no short cuts—no skimping.

Mennen have teamed up with a worthy partner for their entry into Britain, Golden, Ltd. A company with the same high reputation, the same drive, initiative and integrity as Mennen, Golden with a brand-new £500,000 factory on an 11 acre site at Leighton Buzzard, will manufacture and distribute Mennen in the United Kingdom.

1966 sees a great surge forward into the British market for Mennen with Golden. Gerhard Mennen set the pattern—find out what your customer needs—and produce it honestly, efficiently and well. For Britain, the Mennen Company will do just that!

Now going National!

SELLING THROUGH PHARMACIES ONLY

VADEMECUM®

antiseptic mouthwash

Following extensive tests, Vademecum mouthwash is going National—and selling *only through* pharmacies.

Send off the coupon below *now* for your order—with the special 15-for-12 National Launch Bonus!

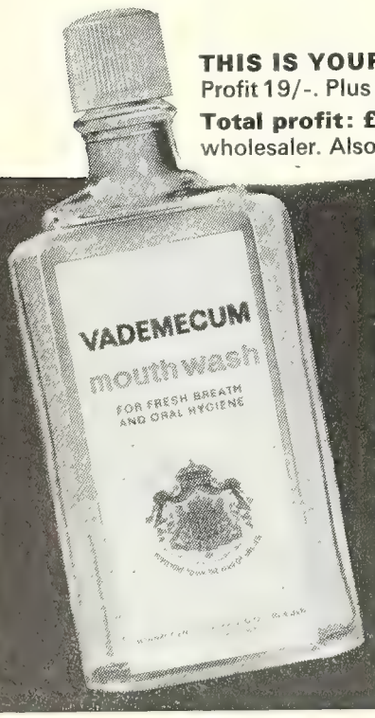
You can recommend Vademecum mouthwash—for efficacy, reliability, economy, safety.

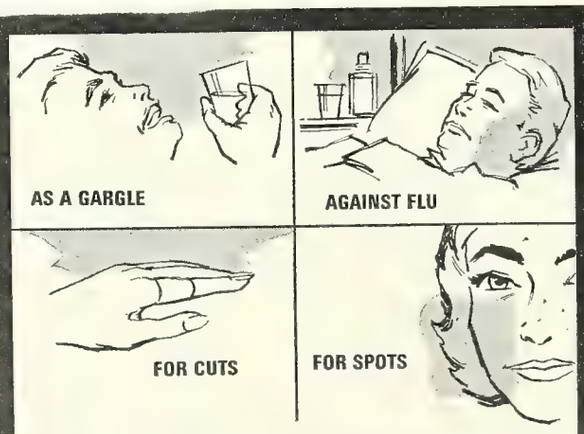
Also available through pharmacies only: Vademecum toothpaste.

BEST VALUE ON THE MARKET! Vademecum mouthwash is *triple concentrated* and needs to be diluted for every application. One bottle therefore lasts and lasts and lasts—making it the most economical antiseptic mouthwash on the market!

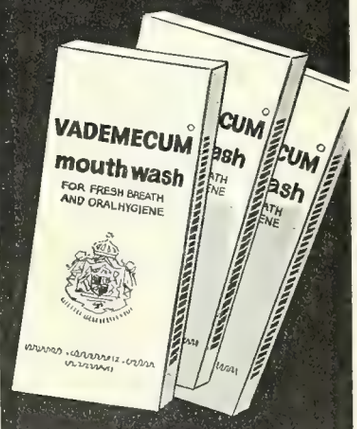
THIS IS YOUR PROFIT! Trade price per doz.: £2.10.0 (inc. P.T.) Retail price per doz.: £3.9.0. Profit 19/-. Plus three free packs as bonus offer (retail value 17/3).

Total profit: £1.13.9 on every dozen ordered. Note: All invoices will be charged through your wholesaler. Also available in Medium and Large sizes.





Vademecum mouthwash—the Swedish way to fresh breath and oral hygiene—the recommended product for colds, flu, cuts, grazes, bites, spots...



NATIONAL LAUNCH BONUS OFFER!

15 for 12 Don't miss this opportunity for profit; offer ends March 31st—send this coupon *now*.

To Barnangens Vademecum Ltd., 4 Tribune Drive, Sittingbourne, Kent

Please send me.....dozen Vademecum mouthwash and invoice my wholesaler under the terms of your launch bonus offer.

Name .....

Address .....

Signed .....

Wholesaler's name and address .....

Doctors know that no one treatment suits all patients

For the first time, this knowledge has been used as the basis for a new development in oral contraception.

The doctor now has the opportunity of choosing an oral contraceptive designed specifically for a particular patient—in this case the younger woman.

The name of this oral contraceptive is SERIAL 28.

Each pack of Serial 28* contains:
16 red tablets each containing 0.1 mg. ethinyloestradiol;
5 white tablets each containing 1 mg. megestrol acetate and 0.1 mg. ethinyloestradiol; and 7 blue tablets containing lactose.

BDH

The British Drug Houses Ltd. London N.1

*trade mark

EST. 1777

Telephone: CLErkenwell 3060 (15 lines)
Switchboard open 8.30 a.m.—4.45 p.m.
Automatic Recording 4.45 p.m. onwards

DO YOU REALISE?

OUR STOCKS OF

BULK DRUGS

ARE SPECIALLY CALCULATED FOR THOSE WITHOUT CONTRACTS—THE QUANTITIES ARE JUST RIGHT—THE PRICES EVEN BETTER

LET US SEND YOU OUR PRICE LIST

WHY NOT INCLUDE THEM IN YOUR ORDERS FOR

ETHICALS
PROPRIETARIES
COSMETICS
PERFUMERY
SUNDRIES, etc.

Our motors deliver in London and adjacent Counties.

ALL CAN BE ON ONE ORDER FROM:

BUTLER & CRISPE Ltd.

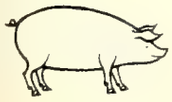
80/84 Clerkenwell Road,
London, E.C.1

CATALINE

* DOES NOT TAINT THE MILK

one of the many reasons why the modern farmer uses **CATALINE** for **MASTITIS, MILK FEVER, SCOURING, CHILLS** and other inflammatory illnesses in Cattle, Pigs, Sheep, Goats and Horses.

Wide acceptance by the farmer is one good reason why the practical chemist stocks **CATALINE**—others include regular advertising, regular sales, plus an excellent profit margin for every stockist. Retail price 5/4 per bottle.



regularly advertised in

FARMERS WEEKLY · BRITISH FARMER
DAIRY FARMER · PIG FARMING
MILK PRODUCER

CATALINE CO. LTD. LINTHWAITE LABORATORIES, HUDDERSFIELD

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ACID

ALL QUALITIES

THE

BRITISH DYEWOOD

Company Limited

19 ST. VINCENT PLACE

GLASGOW, C.1

THE AUTOMATIC AIR FRESHENER

This is the latest—the revolutionary fitting that no modern home will be without. Fresh-o-matic brings a new concept into 'Aerosol Spray' marketing. Easily fitted in minutes to any door, and only 5½″ in length, the fresh-o-matic is fully automatic in action, a simple valve being operated every time the door is opened or closed, releasing a small amount of spray. The pleasantly perfumed spray is specially designed to eliminate all unpleasant smells, making the fresh-o-matic especially useful for kitchens and toilets. Once installed, no maintenance is required.

Supplied in attractive cartons complete with full fitting instructions.

Available in PINK, TURQUOISE, LEMON, GREEN and WHITE.

Refills are readily obtainable from us or appointed distributors.

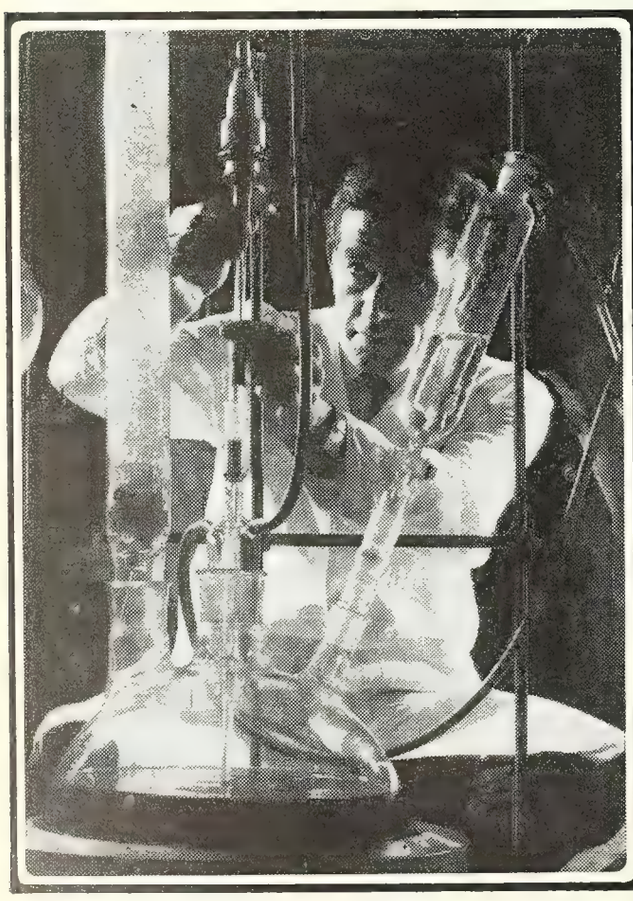
MADE IN ENGLAND * PATENTS APPLIED FOR

Write for information to:
The Sales Manager,
Stephanie Bowman (Sales) Ltd.
1 Maddox Street, Regent Street, London W1
Telephone: Regent 2723

A **STEPHANIE BOWMAN** PRODUCT

Irish Office, 4-6 Exchequer St., Dublin. Tel: 78947

Our chemicals are your business-be it in Gt. Britain or Brisbane



We have been producing industrial chemicals long enough to know that many of them have a diversity of uses. One industry may use a compound for an entirely different purpose from another. The manufacturer knows his own business best! But the fact remains that Bush chemicals are used in a host of industries in every part of the world. Apart from our established compounds which every good chemist knows we make, Bush research is constantly engaged in developing new compounds . . . new chemicals —and one industry or another is usually glad of it. Whatever you require, our technical 'know-how' and resources are at your service—wherever you are.

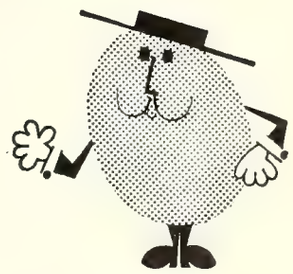
You know Bush for these	BUT HOW ABOUT THESE?
Heliotropine	**Piperonylic Acid**
Mandelic Acid	**Hexamine Mandelate**
Benzophenone	**Benzhydrol**
Benzoyl Chloride	**Dibenzyl Ether**
Salicylaldehyde	**NN' - Disalicylidene propylenediamine**
Acetylsalicylic Acid	**Salicylamide**

BUSH

W. J. BUSH & CO LTD
MEMBER OF THE ALBRIGHT & WILSON GROUP OF COMPANIES
ASH GROVE · HACKNEY · LONDON E.8 · CLI 1234

the new big-selling cookery essential - it's Spanish Olive Oil Stock up to profit

NOW!



National advertising for Spanish Olive Oil this Spring features simple, everyday recipes, specially created by cookery personalities to make Spanish Olive Oil as much a basic necessity as flour. Spanish Olive Oil is becoming an everyday seller. This is a completely new market, a golden market. And it's all yours. Just order enough stocks to meet the new demand and put Spanish Olive Oil on display.

See Senor Oliva selling Spanish Olive Oil with recipes in SUNDAY TIMES, OBSERVER, DAILY TELEGRAPH, WOMAN, WOMAN'S OWN and on ATV London.

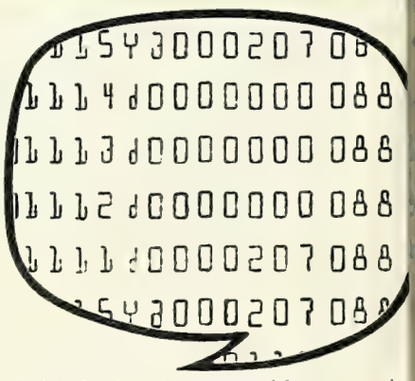
OLIVE OIL FROM SPAIN SEAL OF GUARANTEE

SPANISH OLIVE OIL

How to choose the right cash register for your changing business needs...

NCR 3. The faster-than-ever itemizing register that grows with your business. Start with the basic two-total model and add up to three further totals as you need them. Compact, modern styling with many time-saving features.

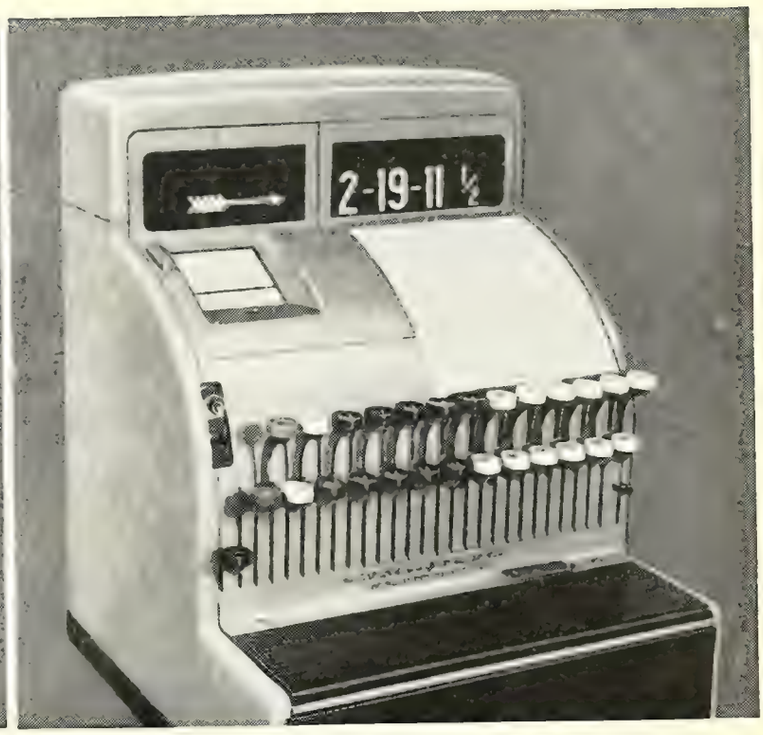
NCR offers you a *real* choice . . . from a range so wide you can be sure it includes equipment that might have been designed specifically for your kind of business. More dependable methods of cash control and profit protection. The itemisation and automatic totalling of multi-item sales. Advanced systems that analyse your sales and help you to plan your business more profitably. New developments in the field of retail automation. Whatever you are looking for, you will find it in the unique NCR range. Every model has built into it the skill and knowledge of the company with the longest experience of designing systems for all kinds of retail business and is backed by a service organisation acknowledged to be the best in Britain. Talk cash control and point-of-sale accounting with NCR. There are over 90 sales and service centres throughout the United Kingdom.



NCR Optical Font—exciting new development that enables cash registers to record point-of-sale information in the language of computers.

four examples from the NCR range

Class 96. Robust, all-electric sales register for efficient cash control in even the smallest retail outlets.



Class 100. Pace-setter in the field of 'press-down key' machines. Available in a wide range of models to suit all business needs.

Class 51. Advanced itemizing register with exceptional facilities for on-the-spot sales dissection, greater-than-ever security of cash and credit control.

For many years NCR has been developing better methods of cash control and point-of-sale accounting. Its current range is based on a thorough knowledge of working conditions in every branch of retailing . . . backed by an advisory service that has helped many businesses to become more profitable.

Talk to NCR-their range is as good as their name

plan ahead with

NCR

THE NATIONAL CASH REGISTER COMPANY LTD 206 Marylebone Road London NW1 PAD 7070

NCR 54

THOVALINE

for:—

BEDSORES

BEDSORES can be prevented by applying **THOVALINE** before the trouble starts but if already in existence will help greatly in healing.

BURNS

BURNS Unique action. **THOVALINE** is self-sterile, it eliminates pain and is a rapid healer.

DERMATITIS

URINE DERMATITIS Excellent healing properties where rash exists and will prevent such trouble occurring if applied beforehand. Offensive odour is eliminated.

Also available in an aerosol pack.

Supplies from your usual wholesale house:

ILON LABORATORIES

LORNE STREET · HAMILTON · LANARKSHIRE

Tel: HAMILTON 24310

HOW TO BENEFIT FROM YOUR OWN GOOD LOOKS? ASK OSMOND AEROSOLS!

We will pack your aerosols — incorporating your own name and brand-image under your own colourful and exclusive design — your own good looks!

OSMOND AEROSOLS TAKE CARE OF EVERY ASPECT OF FILLING

TECHNOLOGICAL AID
DEVELOPMENT WORK
QUALITY CONTROL
DESIGN & DISPLAY
FILLING EXPERTISE
RELIABLE SERVICE

by formulation specialists in our own laboratories leaving nothing to chance inclusive in our service outcome of long experience ensuring on-time delivery

We are established volume fillers for firms whose names are household words but still give the same careful attention to short-run "specials". Try us for either — or both!

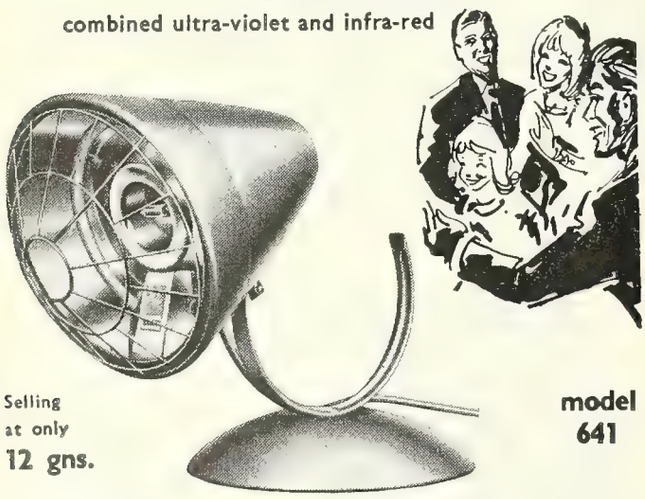
OSMOND AEROSOLS LIMITED

RAILWAY STREET — GRIMSBY — TEL: 56235

Meet popular demand —stock the Barber

PRESCRIPTION HEALTH LAMP

combined ultra-violet and infra-red



Selling at only **12 gns.**

model 641

★ Contemporary in design and competitive in price, Model 641 at only 12 gns. retail will provide an added stimulus to your health lamp business Having combined ultra-violet and infra-red generators, it meets the requirements of a growing public demand, for a dual purpose health lamp. Attractively cartoned and with full operating instructions.

Order **NOW** *from*

BARBER ELECTRICAL SERVICES LTD.
The Airport, Weston-Super-Mare
Tel. 2700. Grams: BARBERLAMP Weston-Super-Mare.

"Eagle" Brand Chemicals

PHOTOGRAPHIC CHEMICALS
SODIUM METABISULPHITE
SODIUM HYPOSULPHITE (Crystals and Anhydrous)
SODIUM SULPHITE (Crystals and Anhydrous)
EPSOM SALTS B.P.
GLAUBER SALTS B.P.
SULPHUR (Ground and Unground)
ACCUMULATOR ACID

Enquiries Invited

WILLIAM BLYTHE & CO., LTD.

HOLLAND BANK CHEMICAL WORKS, CHURCH LANCASHIRE

Tel: 32141/3 ACCRINGTON
Telex 12346 *Grams: BLYCO, ACCRINGTON*

GREAT EYLURE 'treble chance' competition for chemists

ONE HUNDRED PRIZES MUST BE WON!

Here's your opportunity to win an exciting prize in the great Eylure 'Treble Chance' competition.

Why 'Treble Chance'? Because you have three chances of winning a prize—and if you enter all three—a chance of winning three prizes!

This is how it works: Attached to the new, 1966 Eylure showcards for lashes and nails you will find a simple, but amusing puzzle on a reply-paid post card. Just circle the answer you consider correct, fill in your name and address and mail it back to us. That's all. Easy isn't it? If your card is drawn as eligible for a prize—an Eylure representative will call on you to see if you have an *Eylure showcard and a display of Eylure products prominently on your counter. You must have a display on view in your shop in order to qualify for a prize.* If you have an Eylure solus window display as well—you will receive two prizes! The competition will last three months, and there will be three draws of prize-winning entries—one at the end of each month. So, if you aren't lucky the first time round, you still have two more chances of winning. But don't forget the Eylure counter display—*without it you cannot win a prize.* All prize winners will be notified at the end of each draw, and a full list will be available on request.

When are the draws? The first draw for the Eylure 'Treble Chance' competition will take place on March 21st. The second draw will be on April 18th, and the third and final draw will be on May 16th.

There are two exciting Eylure competitions for sales assistants too! First prizes will be long week-ends (Friday to Sunday) in the delightful Grand Duchy of Luxembourg — all expenses paid — for each winner and a guest. They'll be flown there and back by luxurious BRITISH EAGLE AIRWAYS — and spend two full days with various intriguing tours laid on. So, look out for Eylure's exciting competition for sales assistants.

How to make sure of your Eylure display material and 'Treble Chance' Entry Form: Just ask your Eylure representative or request them on your next order.

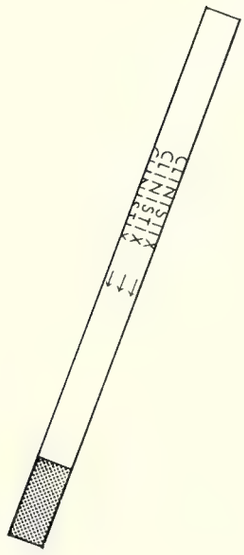
good luck!

PST! ATTENTION GETTERS

Star line-up of strong-selling Phillips, Scott & Turner products. With a newcomer that's already proved its worth – Sparkling Spring. PST products make good sales. Many are Brand Leaders. All are backed by consistent advertising. To retailers they offer big profit margins, special display and convenient 'parcel' terms.

PSTOCK UP!

THE PHILLIPS, SCOTT & TURNER COMPANY, ST. MARK'S HILL, SURBITON, SURREY



new improved Clinistix ...to monitor diabetic control

New CLINISTIX* are prescribable on N.H.S. Form E.C.10
Easier, faster CLINISTIX reagent strips enable
your mild maturity-onset diabetic patients to monitor
their control with a more convenient
10 second dip-and-read test for glycosuria.
CLINISTIX are available in bottles of 50 strips.

AMES COMPANY

Division of Miles Laboratories Ltd., Stoke Court, Stoke Poges, Slough, Bucks.

* trade mark/AM200

For the first time in years...

Aqua-Net Protein Shampoos by Rayette – mak

...a really new idea in shampoos!

Any shampoo can wash hair clean— All Aqua-Net Shampoos add protein. Why?

Hair needs protein—because it's largely protein itself. For the life of your hair, Rayette have developed and perfected a unique organic protein exclusive to Rayette's Aqua-Net shampoos. This protein stays with hair to strengthen and protect it, keep it manageable, keep it healthy... and healthy hair is beautiful hair.

Hard-selling National Campaign

This is the exceptionally strong product story which will be told to your customers in the National Press and on Commercial Radio, backed up by advertising in the Women's Magazines. Your Rayette representative will give you full details of the advertising plans—and of the Aqua-Net shampoo launch bonuses and quantity terms which will add *more* to what you'll make out of the first new shampoo range for years with something really *new*.

Aqua-Net Protein Rich Shampoo
Hair was never so clean, never so healthy, never so beautiful.

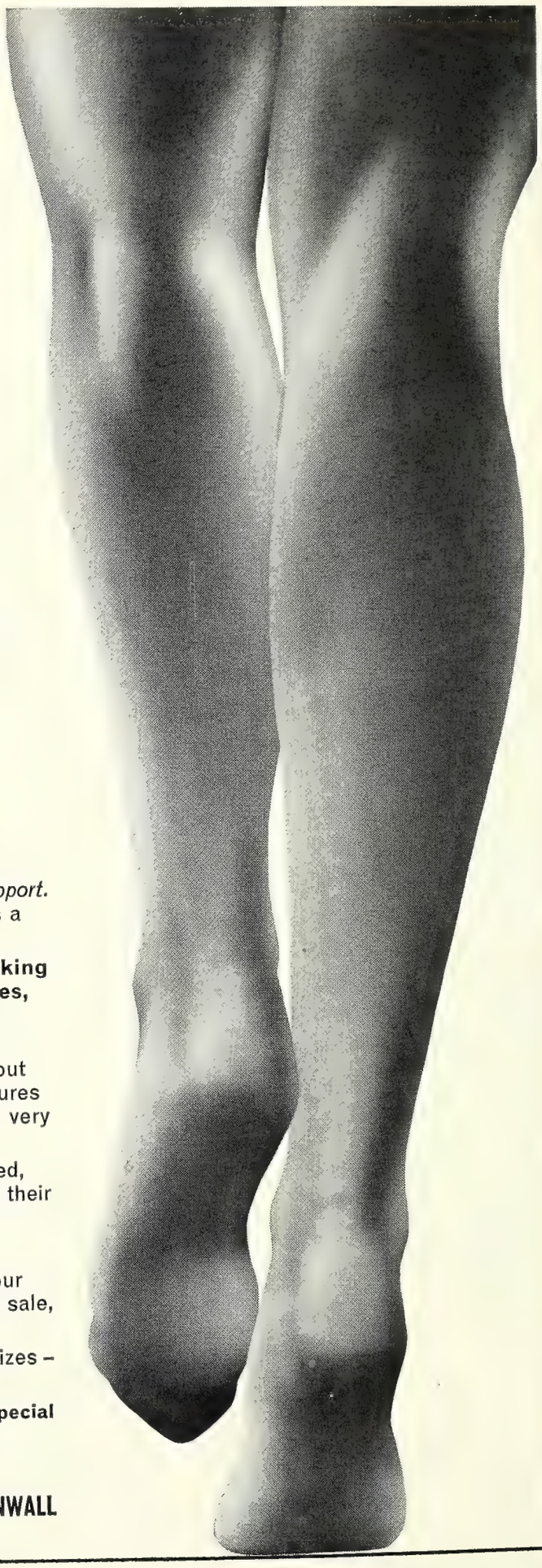
Aqua-Net Rose Cream Shampoo
2 in 1 formula—shampoo *plus* conditioner, romantically rose-scented.

Aqua-Net Medicated Shampoo
A *real* dandruff fighter... *plus* double-rich protein formula.

Sachets 9d Economy bottles 2/11d
See your Rayette representative for full details of terms, bonuses, and display material.

RAYETTE BEAUTY PRODUCTS LTD., 210/214, Bath Road, Slough, Bucks.

Aqua-Net, world's largest selling hair spray



The addition to the Lastonet range

THAT ONLY YOU CAN SELL!

Spanflex

The cosmetic support stocking that's sold exclusively through Chemists

Here's a cosmetic non-N.H.S. stocking that really does *support.* SPANFLEX not only gives relief to tired aching legs – it's a superbly good-looking stocking as well.

This means an increase in your potential support-stocking market! This means EXTRA customers, EXTRA sales, EXTRA turnover, EXTRA profits.

SPANFLEX stockings are made from LYCRA – the new miracle elastomeric fibre that's so sheer, stretching without effort and snapping back into perfect shape. Lycra ensures greater control with less weight, making it perfect for a very special kind of stocking like SPANFLEX.

Recommend SPANFLEX to all women suffering from tired, aching legs but who nevertheless care about the look of their legs.

HOW WE HELP YOU TO SELL SPANFLEX

Attractive counter leaflets to tell the Spanflex story to your customers. Plus a space-saving showcard to clinch the sale, and an eye-catching display-outer.

SPANFLEX are available in light or dark shades in three sizes – Small, Medium and Large.

And the price? **22/- to you, 33/- to your customers, with special terms for quantity.**

Put your order in NOW to

LASTONET PRODUCTS LIMITED, DEPT. CD.2. REDRUTH, CORNWALL

This is SELSUN®

SELSUN is a liquid preparation for treating seborrhoea of the scalp giving complete control in 81 to 87 per cent of all cases. It controls common dandruff in 92 to 95 per cent of cases.

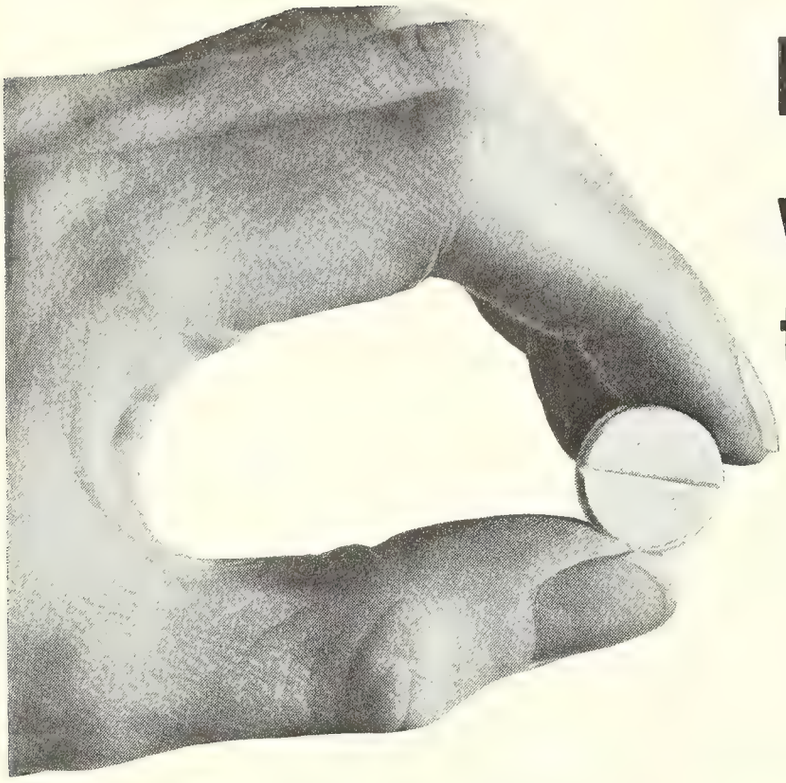
SELSUN is a suspension containing 2.5 per cent of selenium sulphide, with detergent added for ease of application and rinsing. It is a safe, pleasant-to-use, orange-coloured emulsion which leaves the hair clean, and with no disagreeable after-odour.

SELSUN provides relief of symptoms in the large majority of patients for one to four weeks, depending on the severity of the condition. It is effective in many cases where shampoos and sulphur preparations have been used unsuccessfully.

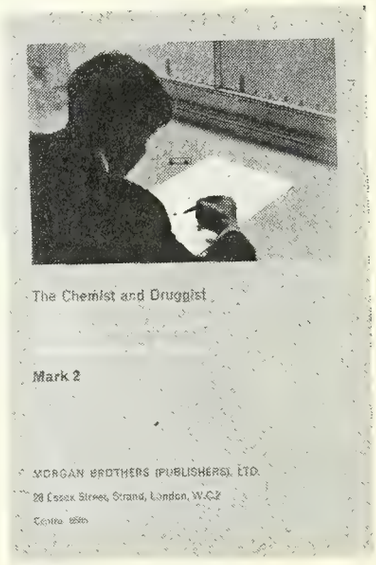
SELSUN Suspension is supplied in 1, 2 and 4 fluid ounce bottles.

® SELSUN is a Registered Trade Mark of

ABBOTT LABORATORIES LTD · QUEENBOROUGH · KENT



If you're asked what tablet this is...



...here is your guide

This new edition represents a major revision, dealing with the identifiable products of 175 manufacturers. A new method of colour matching has been adopted, and shape, diameter, markings and other characteristics are taken fully into account to assist in identification. The textual information is given in tabular form with alphabetical cross-references to make speedy reference easier.

For only 20/- you can have this handy guide.

Complete the coupon now to ensure your copy

The Publisher,
THE CHEMIST & DRUGGIST,
28 Essex Street, Strand, London, W.C.2. CENtral 6565

Please send me ..... Tablet and Capsule Identification Guide(s) @ 20/- each.
Remittance for.....enclosed.

NAME.....

ADDRESS.....

CD2

.....

91,873,000 = total readership of all media for Olive Oil

OLIVE OIL advertising in 1966!

The upward trend of Olive Oil sales in Great Britain will be maintained during 1966 by frequent I.O.O.C. advertising in all mass-circulation daily and Sunday national class newspapers. As in previous years, an I.O.O.C. Cookery Demonstration exhibit will be at the Daily Mail Ideal Home Exhibition in March, and intensive press relations and lecture programmes have been planned. A survey carried out last year gave proof of greater *habitual* use of Pure Olive Oil in British homes. Be prepared for a steadily increasing demand for Olive Oil during 1966.

I.O.O.C.—AGAIN EXHIBITING AT THE IDEAL HOME EXHIBITION—STAND No. 427

This seal constitutes an international guarantee of purity of Olive Oil

CARTERET PRODUCTS

announce that the prices of certain lines will be changed with effect from 1st March 1966, viz:

Arrid Aerosol: *consumer price each reduced from* **7/11d** to **6/6d.**
Arrid Cream Medium: *consumer price each increased from* **2/11d** to **3/1d.**
Arrid Cream Large: *consumer price each increased from* **3/11d** to **4/1d.**
Arrid Refill: *consumer price each increased from* **4/-** to **4/3d.**

Carter's Little Liver Pills } Regular: *consumer price each increased from* **2/2d** to **2/4d.**
Family: *consumer price each increased from* **5/2d** to **5/3d.**

Special display allowances remain unchanged

Carteret Products · Folkestone · Kent

Do not disappoint your customers

—stock and display

askit

Powders and tablets for the safe and speedy relief of headaches, colds, chills, rheumatic and nerve pains.

EX ALL LEADING WHOLESALE HOUSES

Why not

Distinctive Labels

for your Prescriptions too? A specially designed PRESCRIPTION LABEL gives prestige and helps your general sales.

Ring York 59224 for details.

WM. SESSIONS LTD.

Seal and Label Specialists **YORK**

The only **BEVELLED TONGUE DEPRESSOR** in the world

Applicators also available

ASHWOOD TIMBER & PLASTICS LTD.
Leven Rd., London, E.14. Phone: East 6461 & 6343

The CHEMIST AND DRUGGIST
CLASSIFIED ADVERTISEMENTS

Address Box Number Replies to: THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2. Tel.: CENTRAL 6565

This service does not extend to the forwarding of samples.

APPOINTMENTS — 27/- per ½" s.c. minimum and pro rata. AGENTS — AUCTION SALES — BUSINESSES FOR SALE and WANTED — CLEARANCES and WANTS — CONTRACTS — MISCELLANEOUS — PATENTS — PARTNERSHIPS — PREMISES — PUBLIC and LEGAL NOTICES — SITUATIONS VACANT. Run-on — 4/6 per line (minimum 22/6). Semi-display — 27/- per ½" s.c. minimum. Displayed with border rule, larger type faces and blocks — 72/6 per s.c.i. minimum. Reduced rates for one-third, one-half, and full pages on application. SITUATIONS WANTED — 7/6 per 18 words minimum, then 5d. per word. Use of Box No. — 3/-. Advertisements received by 4 p.m. Tuesday published same week.

PREMISES

HURST PARK, SURREY
NEW SHOPPING CENTRE

Comprising Self-service food store and 12 shops
Excellent opportunity for **CHEMIST.** No Competition

Lettings already arranged to Bishops Stores—Supermarket · Gerrards—Fruiterers · Turners—Bakers · Wests—Butchers · Trumans—Off Licence Ladies' Hairdressers · Newsagent · Tobacconist · Hardware Domestic

HEALEY & BAKER, 29 ST. GEORGE STREET, HANOVER SQUARE, LONDON, W.1. MAYfair 9292

C 6832

LUTON, BIRDSFOOT LANE: New shop and maisonette now available in a well-established Parade. Local demand is for a chemist to complete the shopping facilities. Day, Ltd., 705 High Road, N. Finchley, N.12. C 1708

OXFORD in established shopping parade on Council Housing Estate between Headington and Cowley. Good, modern lock-up shop with storage space, cloakroom and garage. Three bedroomed maisonette available. Suitable for pharmacy or drug store. To be let by Public Tender for any trade not already represented on the parade. Closing date 11th March, 1966. For full particulars, form of tender and to view apply City Estates Surveyor, City Chambers, Queen Street, Oxford (Tel.: 49811). C 6792

BUSINESSES FOR SALE

FOR SALE. Owing to the death of proprietor, excellent opportunity to acquire old-established business. Good residential dispensing district which is expanding rapidly. On main road and located conveniently between Nottingham and Derby. Monopoly position. Consideration would be given to young pharmacist. Box C 1622.

APPOINTMENTS

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS
Post-graduate Pharmaceutical Student

required. Modern, well equipped department. Pleasant working conditions. Whitley Council salary. Apply to Chief Pharmacist. C 6840

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS
Locum Senior Pharmacist

Apply Hospital Secretary. C 6841

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS
Senior Pharmacist

for modern and well equipped department. Pleasant working conditions. Whitley Council salary plus London Weighting. Apply to Chief Pharmacist. C 6842

CAERNARVON AND ANGLESEY HOSPITAL MANAGEMENT COMMITTEE
Pharmacist

Applications are invited for the post of Pharmacist at the Caernarvonshire and Anglesey General Hospital, Bangor, with duties at other hospitals in the group (including Llandudno General Hospital) as required. Salary on the scale £955—£1,200 per annum. Whitley Council Conditions of Service and N.H.S. (Superannuation) Regulations apply. Applications, stating age, qualifications, post held and names and addresses of two referees, to Group Secretary, Caernarvon and Anglesey H.M.C., Group Offices, Coed Mawr, Bangor, N. Wales. C 6849

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE
Locum Pharmacists

for relief duties during summer holiday period at four hospitals within the Group. Accommodation available if required. Apply to Chief Pharmacist, Bethnal Green Hospital, Cambridge Heath Road, London, E.2 (Telephone ADVance 3413). C 767

CRUMPSALL HOSPITAL, MANCHESTER, 8
Post-Graduate Students

required for the Pharmaceutical Department of this busy General Hospital. Wide experience available including quality control. Detailed applications with names of two referees to Hospital Administrator. (Ref. 2764). C 6833

HOSPITAL MANAGEMENT COMMITTEE No. 9 WAKEFIELD 'A' GROUP
Pharmacist

required at Clayton Hospital, Wakefield. Opportunity for newly qualified candidate to obtain excellent and varied experience in a recently modernised department. Salary scale £955-£1,200 per annum with conditions of service in accordance with Whitley Council Agreements. Application form from Group Secretary, 113 Northgate, Wakefield. C 6837

HAMMERSMITH HOSPITAL AND POST-GRADUATE MEDICAL SCHOOL, DU CANE ROAD, LONDON, W.12

Applications are invited for the post of
Deputy Chief Pharmacist

at the above General Post-graduate Teaching Hospital (Category V). Vacancy due to promotion of present holder. Whitley Council salary scale and conditions, £1,190—£1,505 per annum plus Teaching Hospital Allowance and £55 London Allowance, and, where applicable, higher qualification allowance. Modernised Department engaged in wide and interesting range of routine and specialised work.

Post provides excellent experience in administration and all branches of pharmacy including technical investigations of problems associated with medical research projects.

Detailed applications, stating age, qualifications and experience, and naming two referees, to Secretary, Board of Governors, Hammersmith Hospital, Du Cane Road, London, W.12, by 14th March. C 6825

LONDON CHEST HOSPITAL, E.2
Dispensing Assistant

required. Apothecaries' Hall Certificate preferred. Salary £414 at age 21 rising to £615 per annum (unqualified); £464 per annum at age 21 rising to £697 per annum (with certificate), plus London Weighting. 38-hour week. Alternate Saturdays. Recently modernised pharmacy. Accommodation might be available for single person. Applications with full details (and two referees) to House Governor. C 6818

MOORFIELDS EYE HOSPITAL
Dispensing Assistant

Applications are invited for the post of Dispensing Assistant. Interesting work in modern, well-equipped Department. Duties finish at 4.30 p.m. Monday to Friday; Saturday 1 p.m. with alternate Saturday free. Whitley Council salary scale and conditions of service. Applications to the Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 6822

ROYAL FREE HOSPITAL GROUP, NORTH WESTERN HOSPITAL, LAWN ROAD, HAMPSTEAD, N.W.3
Dispensing Assistant

required at the above hospital. Whitley salary scale ranging (for applicants over 21 years of age) from £414 to £615 per annum plus London Weighting and qualifications allowances.

Apply naming two referees, to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 762

ROYAL FREE HOSPITAL, LAWN ROAD BRANCH, N.W.3
Pharmacist

required for the above hospital. The post would suit a married woman living in the area and hours might be adjusted by mutual arrangement. Salary (full-time) on the scale £955 + £40 to £1,155 + £45 to £1,200 p.a. plus London Weighting and Higher Qualification allowance. Applications to the Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 769

Appointments—Continued

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1
Locum Pharmacist

required at this hospital. Salary £24 13s. 6d. per week. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 753

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1
Senior Pharmacist

required for the Out-patient Department of the above Hospital. This is a congenial post for a person who enjoys dealing with patients and medical and nursing staff and who wishes to keep abreast of the latest developments in drug treatment. Salary on the scale: £1,040 + £40 to £1,160 + £45 to £1,295 plus London Weighting and Higher Qualification allowance. Evening Clinic weekly for which a payment of £2 8s. 9d. is made. Applications to the Chief Pharmacist. C 768

ROYAL HOSPITAL, WOLVERHAMPTON
Locum Pharmacist

required immediately until the end of March. Apply to Hospital Secretary. C 6834

SOUTHMEAD HOSPITAL, BRISTOL
(643 beds)

Applications are invited for the following appointments:—

Pharmacist

salary scale £955-£1,200. This post offers wide experience.

Post-Graduate Apprentice Pharmacist

to commence August 1966.

Applications stating age, training, etc., to be sent to the Group Secretary, Southmead Hospital, Bristol. C 6796

ST. LEONARD'S HOSPITAL, NUTTALL STREET, N.1
Senior Pharmacist

Applications are invited for the post of Senior Pharmacist. Salary scale rises to £1,295 per annum, plus London Weighting allowance. Applications to the Hospital Secretary. C 6843

ST. LEONARD'S HOSPITAL, NUTTALL STREET, N.1
Locum Pharmacist

required immediately. Applications to the Hospital Secretary. Telephone: SHOreditch 3311. C 6844

ST. MARY ABBOTS HOSPITAL, MARLOES ROAD, KENSINGTON, W.8
Locum Pharmacist

(or permanent) required immediately. Pleasant working conditions in modern department. Hospital conveniently situated near Kensington High Street and Earls Court. Applications to House Governor (enquiries to Chief Pharmacist, WEStern 8201 Ext. 8). C 763

SCUNTHORPE HOSPITAL MANAGEMENT COMMITTEE SCUNTHORPE AND DISTRICT WAR MEMORIAL HOSPITAL
Deputy Chief Pharmacist (Category IV)

Salary scale £1,090—£1,395 entry point according to experience. Assistance in removal expenses and also with housing requirement of married candidates from outside the Borough. Further information from Chief Pharmacist (Scunthorpe 5811). Applications to Hospital Secretary. C 6845

THE ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1
Pharmacist

Applications are invited for the above position. This is a new post which offers opportunities for very varied experience including some investigational work. Salary £955 to £1,200 per annum plus London Weighting and higher qualification allowance with extra payment for evening clinics. Applications should be addressed to the Group Chief Pharmacist. C 6816

THE ROYAL NATIONAL THROAT, NOSE & EAR HOSPITAL, GRAY'S INN ROAD, LONDON, W.C.1
Lady Dispenser (full-time)

Salary according to Whitley Conditions. Apply Chief Pharmacist, The Royal National Throat, Nose & Ear Hospital, Gray's Inn Road, London, W.C.1. TER. 8855. C 770

EDUCATIONAL

LECTURE HALL/MEETING ROOM for hire. Close Harley Street, W.1. Comfortable, well appointed, ideal for launching new products to Medical Profession. Enquiries: Box C 1701.

SITUATIONS VACANT

RETAIL (HOME)

ASHTON-UNDER-LYNE, LANCASHIRE, Manager/Manageress required to take over well-established branch business. Full staff. Apply George Hinchliffe Ltd., 106 King St., Dukinfield, Cheshire. C 761

OPPORTUNITY: Young experienced male pharmacist wanted by Oldham firm of wholesale and retail chemists to assist qualified managing director with a view to early succession in the business. Good salary and full opportunity to ambitious man. Box C 1699.

GENERAL

MEDICAL PUBLICATIONS LTD.

Editorial assistant (pharmacist) required for the above publishing group.

Previous editorial experience an advantage, but not essential as successful candidate will have opportunity of training in this type of work. Five-day week. Salary by arrangement. Apply: Editor, MIMS, 86 Edgware Road, London, W.2. (Tel.: AMB. 3200.) C 6847

WHOLESALE

CHEMIST WHOLESALE group in London has a vacancy for an executive not afraid of hard work and long hours. He must be experienced in all aspects of wholesale trade and his primary function will be Branch Stock Control and Relief Manager. Essentially hard working with ability to show results. Will be well rewarded. Full details in confidence. Box C 6839.

MEDICAL REPRESENTATIVE FOR A LONDON TERRITORY

Continental Laboratories Limited require a young man with the appropriate pharmaceutical or medical background for this appointment. He will have enthusiasm, personality and a marked sense of responsibility. This is an expanding Company with a keen eye on the future. A good salary is offered, plus Company car and expenses. Write in confidence to: Continental Laboratories Ltd., 85 Church Road, Hove, 3, Sussex. C 6846

A PROGRESSIVE CAREER WITH A FORWARD-LOOKING COMPANY

If you're a potential post-graduate student you are invited, on completing your course at college, to join a company which welcomes young people. Pharmacists who make their future with Boots can look forward to rewarding careers with excellent opportunities for advancement. Salaries are progressive. For post-graduate students they range from £850 to £925 per annum for men and from £800 to £875 for women according to district. For the highest positions in branch management over £3,000 is paid.

ENJOY THESE OTHER ADVANTAGES TOO:

• Good Bonuses • Business Training Courses • 3 to 5 weeks' holiday • Sick pay and pension benefits

Applications in the first place to Retail Staff Department, Station Street, Nottingham. Interviews can be arranged in any part of the country. Why not write today?

Boots THE CHEMISTS

C 756

AGENTS

AGENTS FOR FRESH-O-MATIC

Fresh-o-matic is a revolution in the Aerosol field and the only fully automatic dispenser on the market. We are looking for agents in England and Ireland who are selling to Supermarkets, Stores, Hardware, Chemists and General Retail Outlets.

TOP COMMISSIONS PAID

Apply Sales Manager *Stephanie Bowman (Sales) Ltd., 1 Maddox Street, Regent Street, London, W.1. Tel: REG 2723 Irish Office: 4-6 Exchequer Street, Dublin. Tel: 78947* C 6836

Situations Vacant—Continued

MERCHANDISE MANAGER REQUIRED

to organise U.K. sales of competitive range of imported hairbrushes and other chemists' sundries. Apply in confidence to managing director, H. Rodwell & Co. Ltd., Athlon Road, Wembley, Middlesex, giving details of age, present salary and past experience. C 1702

JETSET

The Revolutionary new hair curling machine, require a competent

SALES DIRECTOR

with extensive contacts to take charge of their rapidly expanding organisation. Salary £3,000 per annum plus commission. Only those with proven ability should apply, to

JETset Curlers,
6 Vigo Street,
London, W.1
REGent 7440

C 1697

SITUATIONS WANTED

ATTENTION! Manufacturers wishing to expand business in Ireland, urged to contact live-wire salesman visiting London soon, who has strong connections with doctors, consultants, hospitals, chemists. Box C 1703

ETHICAL market consultant having excellent connections offers services in instigating clinical trials at all levels. Box C 1706.

EXPERIENCED REPRESENTATIVE seeks appointment. Well known in Yorkshire (based in West Riding). 25 years' service with present company of Wholesale Chemists. Box C 1710.

NORTHUMBERLAND, Durham, Yorkshire. Owing to takeover, exceptionally well-known traveller seeks other post, or first-class agencies considered. Own car. Resident Leeds. C 1704

WHOLESALE

ADVERTISING AND MARKETING, lady, many years experience requires appointment in London area. Administration, copy writing, pharmaceutical and veterinary specialities. Box C 1685.

AGENTS

AGENTS AND MEDICAL representatives wanted all areas to carry lucrative established items to chemists and drug stores. Good commission and terms. Write in confidence. Box C 1709.

AGENTS REQUIRED calling on chemists and wholesalers South London, Middlesex, Surrey and Kent. Take over established connection of toilet and medicinal products. Write: Skuse & Co., Ltd., 839 Harrow Road, London, N.W.10. C 1711

AGENTS. Wanted urgently for Midlands freelance representative to carry excellent infant food. Reply, in confidence, stating commission, etc. Box C 1707.

MANUFACTURER of well advertised quality hair products require agents or freelance salesmen to call on hairdressing salons in North, South, East or West Greater London. Unique opportunity. High commission rate. Right men may expect long profitable association. Reply Box C 6838.

Experienced Commission Agents Required for South London, Sussex, Surrey, Kent, also Essex and Eastern Counties by Importing and Distributing Company dealing in a special beauty preparation and high-class perfumes. Must be well introduced to leading chemists and larger stores. Apply with preliminary details, in confidence to Box C 1625.

NORTHERN IRELAND AND I.O.M. AGENT representing well-known manufacturer of elastic hosiery requires a suitable additional agency. Fifteen years connection on territory. W. D. Duffy, 1 Orpen Drive, Finaghy, Belfast, 10. C 1700

SALES AGENTS. Old-established London manufacturers of a highly attractive and expanding range of toiletries require good agents for Northern Counties and Midlands. Commission basis — 15%. Write in confidence full details stating exact territory regularly covered to Box C 6848.

WANTED

WANTED: Surplus cameras, enlargers, cinecameras and projectors, photographic equipment of every description. Surplus and outdated film and paper, large or small quantities. Phone, write or call: Spears (Dept. CD), back Watling Street, Shudehill, Manchester, 4. Telephone BLAckfriars 9432 (5 lines). Bankers: Midland Bank, Ltd. C 613

WE PURCHASE surplus and redundant stocks of every description especially packing material. Spot cash settlement. Reliance Trading Company, 23-25 Charles Lane, St. John's Wood, London, N.W.8. Tel.: JUNiper 0701. C 599

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8. C 140

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A LIMITED COMPANY formed for £18 complete. Ready-made Companies £20. Express Company Registrations, Ltd. (Dept. 37), 70 Finsbury Pavement, E.C.2. NAT. 5434/5. C 755

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TRADE MARK No. 565817 consisting of the word "Caprisin" and registered in respect of "Medicated antiseptic preparations for human use," was assigned on 24th January, 1966, by Howards of Ilford Limited of Uphall Works, Uphall Road, Ilford to Willows Francis Limited of 73/75 Shackwell Lane, London, E.8, trading as Pharmaceutical Manufacturing Company *WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH IT WAS THEN IN USE.* C 1698

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PHARMACIST

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THE TRADE MARKS set out below were assigned on the 30th November, 1965, by Mondart Limited of 49 Park Lane, London, W.1, to Jeyes Group Limited of 31 River Road, Barking, Essex *WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH THEY WERE THEN IN USE*

Regd. No.	*Trade Mark*	*Goods*
801004	TRAVELMAX	All goods included in class 3.
801005	TRAVELMAX	All goods included in class 5.
786651	MAX	Preparations for deodorising and freshening the atmosphere, insect repelling preparations, and insecticides, all being goods sold in containers adapted to dispense their contents in aerosol form. C 6835

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1 dozen 17/-
3 dozen @ 16/- per doz.
12 dozen @ 15/6 per doz.

Plus 25% P.T.

Please write for Samples, Retail Selling Price and illustrated Price List.

ARTHUR H. COX & CO. LTD.
BRIGHTON SUSSEX

The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

MARCH 12 1966

New Proprietaries?

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Actual growers of Belladonna, Henbane, Peppermint, Foxglove, Lavender etc.

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Hyoscyamine Alkaloid
Hyoscyamine Hydrobromide
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compacts by Stratton

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NATIONAL 6d. OFF OFFERS ON RADOX

On Friday 18th and Friday 25th March

Daily Mirror and Daily Express

17,876,214 copies

will carry big space ads for

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bearing a 6d. Off coupon valid until April 30th
redeemable on a purchase of Radox.

WATCH OUT FOR THE SPECIAL ¾ MINUTE T.V. COMMERCIALS PROMOTING THESE OFFERS.

This is a chance for **everybody** who has a bath to prove the Radox claims, claims which have made Radox a multi-million seller because it fills a new found need. You still get your full trade terms. The whole cost of the operation is borne by Radox.

You redeem the coupons on your next order for RADOX from your usual supplier.

FOR ACTION THIS DAY

Check your stocks of Radox. Have you enough for big bold displays? Enough to get your full share of those 18 million precious coupons?

NOTE FOR MR. WHOLESALER

Please hand your 6d. off Radox coupons to your Nicholas representative next time he calls. He will credit them to your account.

NICHOLAS PRODUCTS LTD., SLOUGH, BUCKS.

from next Monday March 14

you will be receiving scripts for

IMPERACIN

TRADE MARK

ICI's brand of OXYTETRACYCLINE

Your wholesaler has stocks

'Imperacin' Tablets
(each containing 250 mg. Oxytetracycline Dihydrate BP)

'Imperacin' Capsules
(each containing 250 mg. Oxytetracycline Hydrochloride BP)

Packings	List Price (ea.)	Trade Price (ea.)
16	9/9d.	6/6d.
100	55/6d.	37/-d.
1,000	494/-d.	329/4d.

IMPERIAL CHEMICAL INDUSTRIES LIMITED PHARMACEUTICALS DIVISION
ALDERLEY PARK · MACCLESFIELD · CHESHIRE

Ph524m

"ZONO" THERM-O-WOOL (REGD).

2/4d. and 3/10d. PACKETS

FOR SAMPLES WITH TRADE AND WHOLESALE PRICES WRITE TO CARTER BROS. OF SHIPLEY (YORKS).

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Retail Prices: 20's—1/9. 100's—6/9.
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ABSOLUTE ALCOHOL
JAMES BURROUGH LTD · VAUXHALL ST · LONDON S.E.11

TO THE ETHICALLY MINDED PHARMACIST
The response by the Medical profession to our ethical preparation PARDALE (the original paracetamol-codein combination) has been so good that we introduce
PANDRIN
for counter sale
Price : 3/6d. retail (P.T. 6d.). Trade price : 2/-
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TO YOUR REQUIREMENTS
MEDOPHARMA
MEDOPHARMA LTD. MANUFACTURING CHEMISTS, 158-162 TOOTING HIGH ST, LONDON, S.W.17. BAL. 2712.

INDEX TO ADVERTISERS

Abietsan Manufacturing Co., Ltd. ..... Interleaved Edit., 13
Advanced Linen Service, Ltd. ..... Interleaved Edit., 14
Alberto-Culver Co., Ltd. ..... Interleaved Edit., 21
Beaton Clark & Co., Ltd. ..... Cover iii
Berdoe & Fish, Ltd. 28
Benross Trading Co., Ltd. 23
Brandt, R., & Co. (Manufacturing), Ltd. 28
British Chemotheutic Products, Ltd. ..... Interleaved Edit., 22
Brown, N. C., Ltd. 26
Burrough, James, Ltd. 4
Burroughs Wellcome & Co. ..... Price List Sup., page 1
Carter Bros. 4
Corte, A., & Son, Ltd. ..... Price List Sup., page 2
Counterpoint Equipment, Ltd. 24
Cox, A. H., & Co., Ltd. 8
Cuxson Gerrard & Co., Ltd. 5
Dales Pharmaceuticals, Ltd. 4
Excello Laboratories, Ltd. ..... Interleaved Edit., 20
Gnome Photographic Products, Ltd. 28
Haffenden, W. W., Ltd. 27
Heron, John, Ltd. 28
Holloway, E. R., & Co., Ltd. ..... Interleaved Edit., 19
I.C.I., Ltd. (Pharmaceutical Division) 3
Keldon, Ltd. 25
Laughton & Sons, Ltd. 1
Leo Laboratories, Ltd. 6, 7
Lombard Banking, Ltd. ..... Interleaved Edit., 13
Macfarlan Smith, Ltd. ..... Cover ii
Max Factor Hollywood & London (Sales), Ltd. ... Interleaved Edit., 15
Medopharma, Ltd. 4
Minnesota Mining & Mfg. Co., Ltd. (Ferrania) Interleaved Edit., 16, 17
National Pharmaceutical Union 12
Nicholas Products, Ltd. 2
Pharmaceutical Press 11
Pollard, E., & Co., Ltd. 26
Printar Industries, Ltd. 26
Ransom, William, & Sons, Ltd. ..... Front Cover
Raywarp Textiles, Ltd. ..... Cover iv
Robins, A. H., Ltd. 9
Salter, George, & Co., Ltd. 29
Scott & Bowne, Ltd. 10
Silber, J. J., Ltd. 30
Smith & Hill (Chemists), Ltd. 28
Torbet Lactic Oat Co., Ltd. 4
Vernon & Co., Ltd. 8
Whitecross Optical Co. ..... Interleaved Edit., 18

CARNATION-WIDE ADVERTISING PLANNED FOR 1966

National Newspaper and National Magazine coverage gives a total estimated readership of

OVER 30 MILLION

possible corn sufferers!

When every step is agony...

Do you walk with a wince? Does dancing give you pain instead of pleasure? Why suffer when the remedy is so safe and simple! Carnation Corn Caps are a two-way remedy. The felt ring brings instant relief from shoe pressure while the medication attacks the corn. After a few days the corn can be removed easily and painlessly. See the complete range of Carnation foot remedies at your local chemist's shop.

1/9 PER PKT. OF SIX

(from Chemists ...

Get the instant relief of Carnation Corn Caps. After only a few days the corn can be easily and painlessly removed the safe way!

1/9 PER PACKET OF SIX

(from Chemists only)

Press advertisements will appear from April 1966 until March 1967. Publications used

SUNDAY MIRROR
THE PEOPLE
WOMAN
WOMAN'S OWN

look old on your feet?

Do you hobble along when you should be skipping? Does the pain in your feet show on your face, even though you try to grin and bear it?

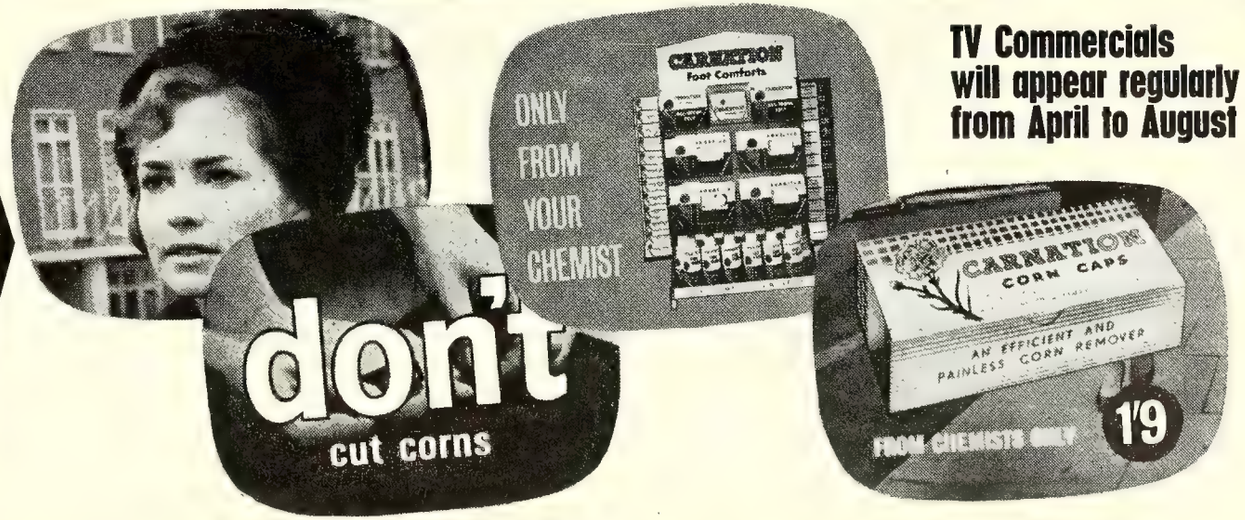
Get Carnation Corn Caps right away! The felt ring relieves shoe pressure while the medication attacks the corn. Then in a few days the corn can be removed easily and painlessly.

See the complete range of Carnation foot remedies at your local chemist's shop.

1/9 per pkt. of six. (from Chemists only)

OVER 25 MILLION

ADULT VIEWERS will see CARNATION CORN CAPS and the FULL CARNATION RANGE advertised frequently on the T.V. stations of LONDON, MIDLANDS, THE NORTH, CENTRAL SCOTLAND, TYNE TEES (North East), EAST ANGLIA, SOUTH COAST (Southern T.V.), WEST and WALES, and NORTHERN IRELAND

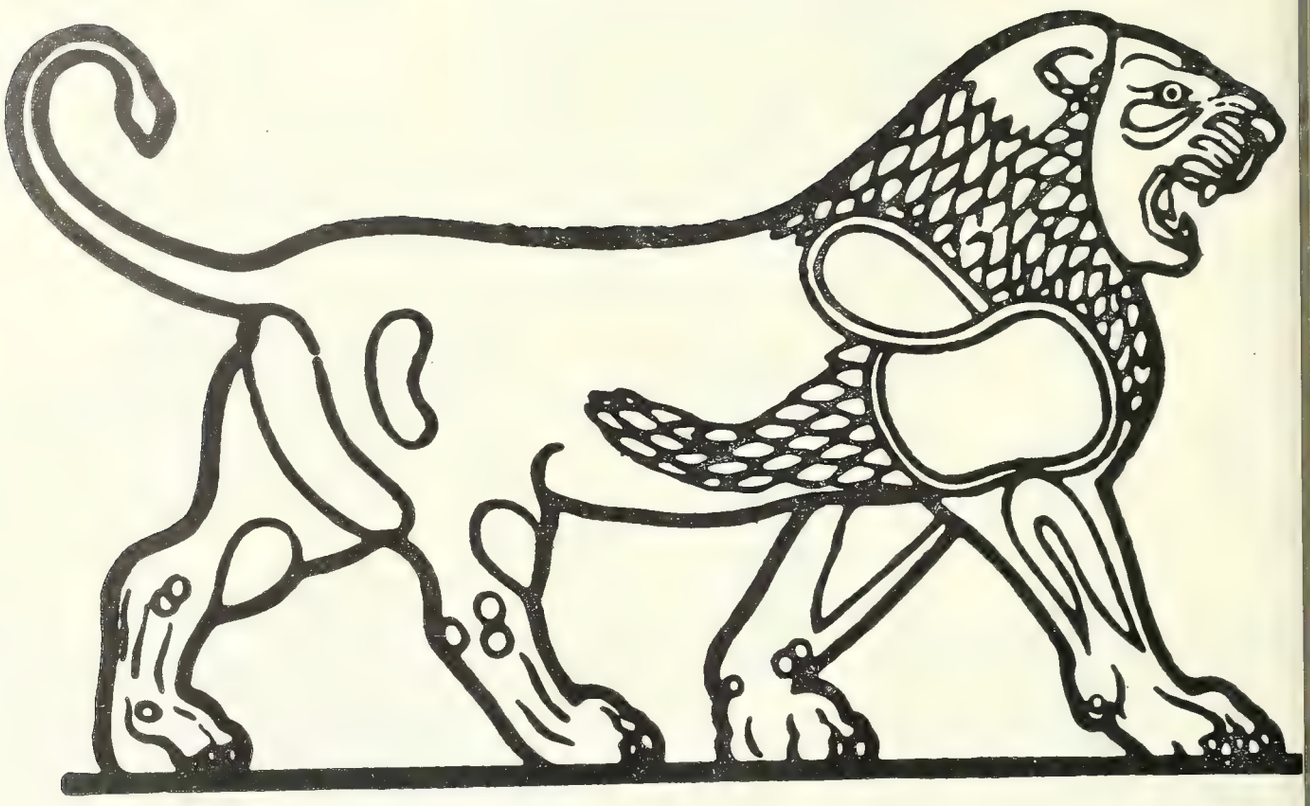


TV Commercials will appear regularly from April to August

'Woman' BRITISH BEAUTY WEEK CAMPAIGN

A special advertisement for CARNATION will also appear in the British Beauty Week feature issue of "Woman" dated April 23rd.

CUXSON, GERRARD & CO. LTD., OLDBURY, BIRMINGHAM · Telephone: BROadwell 1355 (5 lines)



L E O

Now available to meet your prescriptions for oral penicillins. **PENICALS 333** is n
being introduced to the medical profession to meet the need for a single tablet d
equivalent to 500,000 i.u.

PENICALS 333 tablets contain 333 mg. of Penicillin V Calcium BP., **PENICALS**
suspension contains 333 mg. per 5 ml.

Also available as **PENICALS** tablets 125 mg. and 250 mg. of the calcium sal
Penicillin V B.P., and Paediatric suspension containing 125 mg. per 5 ml. Your
representative will be providing further information.

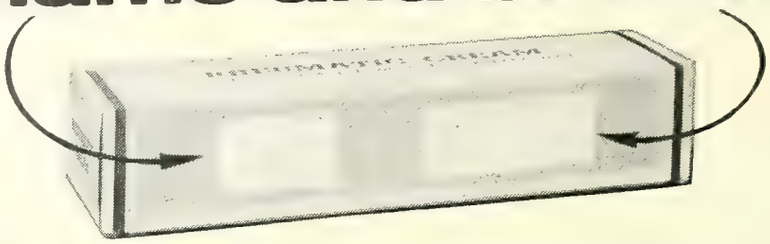
Introducing **penicals**®
Penicillin V Calcium B.P.

		Wholesale Price	Trade & Hospital Price
enicals® 333 ablets 333 mg.	100 250 500	45/6 113/6 222/9	53/6 133/6 262/-
enicals® 333 uspension 333 mg. er 5 ml.	60 ml. bottles	8/6	10/-
enicals® aediatric Suspension 25 mg. per 5 ml.	60 ml. bottles	3/8	4/4

penicals® tablets		Wholesale Price	Trade & Hospital Price
250 mg.	100 250 500 1000	34/5 85/5 170/- 335/9	40/6 100/6 200/- 395/-
125 mg.	100 500 1000	17/10 87/2 170/-	21/- 102/6 200/-

D LABORATORIES LTD.,
yes, Middlesex.

For your name and brand

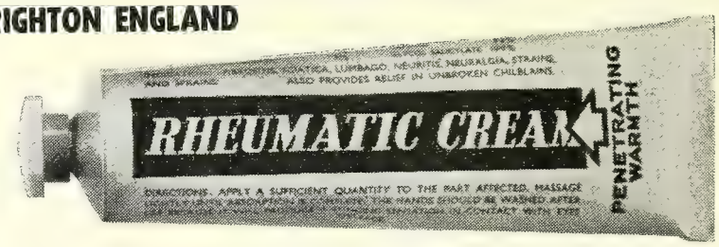


This effective and long acting rubefacient is available presented in a modern showouter and seven different carton designs. A showcard is also provided with which an attractive counter or window display can be made.

TRADE PRICE : 1 doz cartoned tubes 18/6 + P.T.
quantity discounts

May we send you a sample, suggested retail selling price and our illustrated price list.

ARTHUR H. COX & Co. Ltd.
BRIGHTON ENGLAND



important announcement

PRESTOBAND

Regd.

as from 31st March will be available only from your surgical dressings wholesaler.

PRESTOBAND is more than a bandage—it sticks to itself and requires no knots or pins. PRESTOBAND is *not* a plaster—it does *not* stick to the skin or hair and it leaves no sticky deposit on removal. PRESTOBAND is advertised regularly in THE DAILY EXPRESS. PRESTOBAND is manufactured by VERNON & COMPANY LTD., PRESTON

Available only from your Wholesaler.

RETAIL PHARMACISTS! an opportunity to earn £2

Sell 12 cartons of 14 DIMOTANE® L.A. tablets and earn £2

12 cartons available in this attractive display outer

TRADE PRICE
(10 cartons at 5/- + 2 free bonus cartons) £2.10.0.

RETAIL PRICE (12 cartons at 7/6 each) £4.10.0.

your profit £2

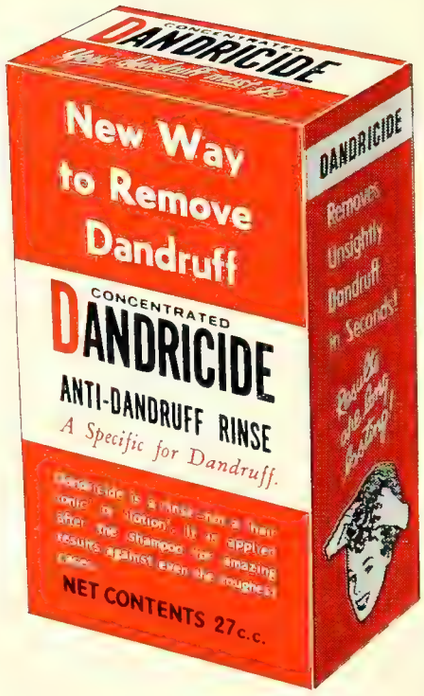
Dimotane L.A. is the new, long-acting antihistamine for hay fever and other allergic conditions.
14 tablets give a full week's round-the-clock treatment—one tablet morning and evening.

stock up now

A. H. ROBINS COMPANY LIMITED, HORSHAM, SUSSEX.

A·H·ROBINS

New amazing answer to Dandruff!



DANDRICIDE advertising starts 20th March 1966 in mass-circulation National Sunday papers and will continue throughout the year

5/6

Order direct on generous Introductory Bonus terms, available until end of March, from

Scott & Bowne Ltd.

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or on usual terms from your wholesaler.

Active Ingredients: Alkyl dimethyl benzyl ammonium chloride 3.23%; lauryl isoquinolinium bromide 0.74%; sorbitol 0.09%

Publication March 15
Official from September 1

ADDENDUM 1966 to the British Pharmacopœia 1963

This, the Second Addendum to the British Pharmacopœia 1963, includes 72 new monographs on drugs and preparations not hitherto described in the Pharmacopœia, including:—

Amitriptyline hydrochloride	Nialamide
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Choline theophyllinate	Phenethicillin potassium
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Dextran 40 injection	Sulphadimethoxine
Dextran 110 injection	Sulphamethoxydiazine
Dextropropoxyphene hydrochloride	Sulphinpyrazone
Dicyclomine hydrochloride	Tranylcypromine sulphate
Erythromycin stearate	Tricyclamol chloride
Iron Dextran injection	Triprolidine hydrochloride
Metaraminol tartrate	Viprynium embonate

Alterations in the statements on potency of many antibiotics and their preparations are among important amendments to the B.P. 1963.

Pages xiii + 112. Price 45s. (U.K. postage 1s. extra)

Published for The General Medical Council by

The Pharmaceutical Press

17 Bloomsbury Square
London, W.C.1

THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 March 12, 1966 No. 4491

CONTENTS

Advertising of Medicines 247
Conference Time-table 247
Correspondence 259
Council Views on Branch Resolutions ... 246
Guild of Public Pharmacists 246
Leading Articles:—
Pharmacists' Widening Responsibilities 255
Census-taking in Hospital 255
New Products and Packs 251
Pharmaceutical Research 246
Pharmaceutical Society of Great Britain:
Council Meeting 256
Prices of Toilet Preparations 247
Scottish Hospital Pharmacists Confer ... 252
Some Thoughts on Retiring 257
Topical Reflections 245
Trade Notes 250

Bonus Offers 250
Branch Events 259
Business Changes ... 248
Coming Events 263
Commercial Television ... 264
Company News 248
Contemporary Themes ... 262
Deaths 249
Expansion Projects ... 251
In Parliament 248
Irish News 244
Legal Reports 248
Manufacturers' Activities 250
New Companies 262
News in Brief 245
Overseas News 245
Patents 262
Personalities 249
Prescribers' Press 264
Print and Publicity ... 263
Trade Marks 262
Trade Report 260
Wills 263
World Trade 263

Index to Advertisers, p. 4. *Classified Advertisements, p.* 31.

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at 28 Essex Street, Strand, London, W.C.2
Telephone: Central 6565

ABC MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

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GLASGOW: 8 Merrylee Road, Newlands, S.3. *Phone:* Merrylee 6356.
LEEDS, 16: 32 Wynford Rise, West Park. *Phone:* Leeds 67 8438.

ANNUAL SUBSCRIPTION
which includes The Chemist and Druggist Diary and Year Book, £4 5s. Single copies 1s. 3d. each (postage 8d.).

new liquid antiseptic

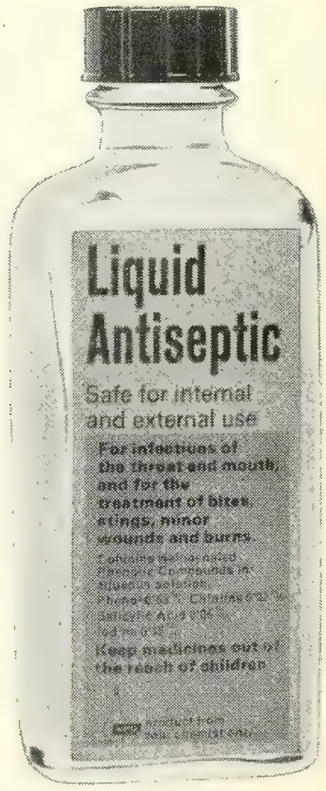
for NPU members only!

This is the NPU marketing programme in action: giving you the products you need, the dynamic service you need, and the no-nonsense terms you need. Right now a Liquid Antiseptic is needed. And here it is. The product is right. The price is right.

NPU meet the challenge of today. NPU members will show that private pharmacy is a retailing power to be reckoned with!

	Your price per dozen	Case Pack	P.T. per dozen	Retail Each	Unit Profit
8 oz.	26/10	12	6/9	3/11	1/1½
2 oz.	12/7	36	3/2	1/10	6¼d

Your order form is in the March NPU bulletin



NPU

A BANK LOAN FROM LOMBARD CAN SOLVE MANY PROBLEMS

PROFESSIONAL AND GENERAL EXPENSES

CLOTHING · SCHOOL FEES
HOUSE REPAIRS AND DECORATIONS
MODERNIZATION · NEW GARAGE
FURNITURE AND FURNISHINGS
HOLIDAYS
ENTERTAINMENT
SPORTS GOODS
GARDEN EQUIPMENT
HOBBIES · INSURANCE PAYMENTS
RENT AND RATES · CAR REPAIRS
HOME NURSING AND CONVALESCENCE
SEASON TICKETS

. . . JUST A FEW OF THE FINANCIAL PROBLEMS WITH WHICH A LOMBARD BANK LOAN CAN HELP YOU

Sums of up to £1,000 can be made available through a Lombard Bank Loan to Retail Chemists — repayable monthly over an agreed period.

All arrangements, of course, are in the *strictest confidence*. Write now for full details to the Manager, Personal Loans Dept. (DC).

LOMBARD BANKING
LIMITED

Head Office: **LOMBARD HOUSE, CURZON ST., LONDON, W.1. Telephone: GROsvenor 4111** (*30 lines*)
City Office: **31 LOMBARD ST., LONDON, E.C.3. Telephone: MINcing Lane 4111** (*10 lines*)

Introducing *Mr. McBunny*

CONCENTRATED
(Feather)

Perfumed Bath Salts

IN HAND PAINTED
TRANSPARENT
PLASTIC CONTAINERS

BATH SALTS IN TWO COLOURS:
Pink Head—Blue Body
Blue Head—Pink Body

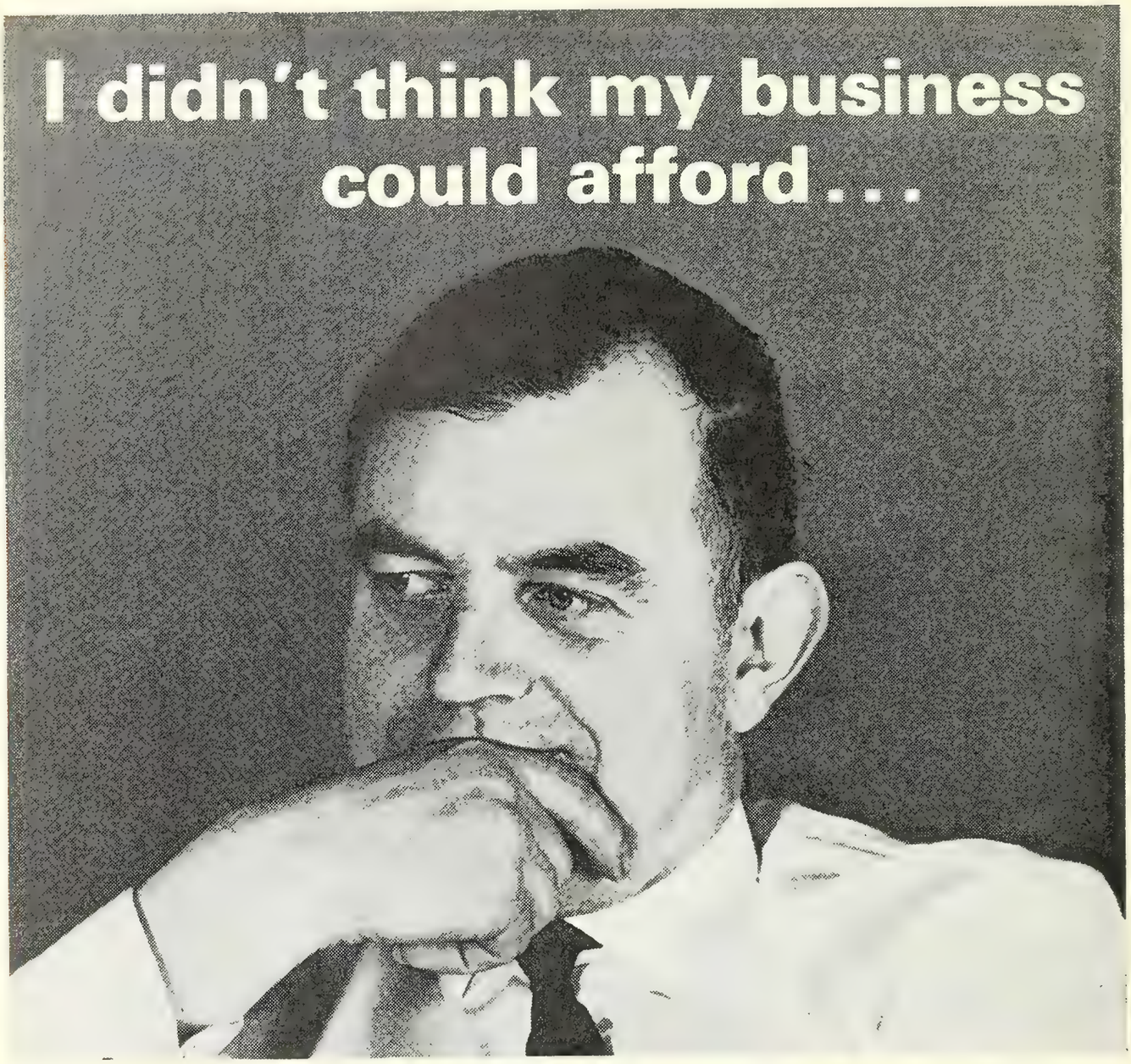
The empty container serves as a money bank

Trade Price: **33s. 8d.** *per doz.*
Retail Price: **4s. 11d.** *each.*

Ref. 403

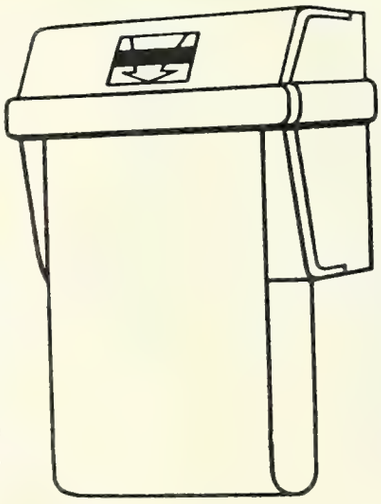
THE ABIETSAN MFG. CO. LTD.
CONCORDIA WORKS · CARMICHAEL ROAD · LONDON S.E.25 · Tel: ADDiscombe 2261

I didn't think my business could afford...



...Towelmaster!

But one of their people has told me the following facts: there is no capital outlay—there is, in fact, no charge at all for the TOWELMASTER cabinet itself, or its installation. The charge for a 45-yard roll of towelling is 6/-, and each roll provides over 200 clean spaces. I employ seven men, and one roll is ample for a week, though there's always one in reserve. SOAPMASTER completes the washroom transformation—and cuts soap costs sharply.



I'd like more information about Advance Washroom Services

NAME

COMPANY

ADDRESS

TEL No.

To: Dept CH1.
Advance Linen Services Ltd.
Stratton House, Stratton St.,
Piccadilly, London, W.1.
MAYfair 8886.

MAX FACTOR LAUNCHES A COUNTER ATTACK WITH EXTRA PROFIT FOR YOU

This is a once only offer. The chance to build your Max Factor Deodorant sales at extra profit. All orders placed now for Spray Deodorant & Roll-on Deodorant will be invoiced at 12 for the price of eleven. You can order dozens and dozens at this price provided your order is placed now!

FREE! This Special Merchandiser – with orders of 3 dozen Sprays or more.

For an all out counter attack on sales – Order Max Factor Spray Deodorant and Roll-on Deodorant at this ONCE ONLY special rate... 12 for the price of 11. Plus! FREE Counter Merchandiser

DAILY EXPRESS

Ho message to India is revealed in Delhi as Commons debates the Far East war

VIET PEACE LETTER

A PEACE move by Pres Ho Chi Min Vietnam w New P

WEDDING HITCH—S SMOOTHL OVERCOM

LORD LUCK THE EXPRESS HOROSCOPE

Join the Martini people!

Join the Martini people!

Join the Martini people!

MARTINI

id of living in Martini

Times change

get more out of life OKASA

OUT OF THE BLUE

Ferrania

Ferrania

DIA 28 DAYLIGHT COLOUR FILM FOR SLIDES 135/20 EXP

3M COMPANY

An exciting new film for this summer's col

Ferrania COLOUR SLID

The blue box of brillianc

PHOTOGRAPHIC PRODUCTS

This is just one
advertisement in a
dramatic series
that spearheads the
1966 Press Campaign for the
new **Ferrania** Colour Slide Film.
The blue box of brilliance
has a silver lining for you!

3M COMPANY The fastest growing
name in photography

PHOTOGRAPHIC PRODUCTS. Minnesota Mining & Manufacturing Co. Ltd., 3M House, Wigmore Street, London, W.1.
Telephone: HUNter 5522. 3M and FERRANIA are trademarks of Minnesota Mining and Manufacturing Co.

FOR GLAMOUR IN 1966....

Whitecross

DISPLAY STANDS SELL MORE SUNGLASSES!!

THE WHITECROSS 'MAJESTIC'

An imposing revolving floor display stand – no counterspace required – supplied FREE with a fashionable range of :–
18 dozen assorted sunglasses retailing from 2/11 to 9/11 each
and 2 dozen assorted clipovers retailing at 6/9 and 7/11 each

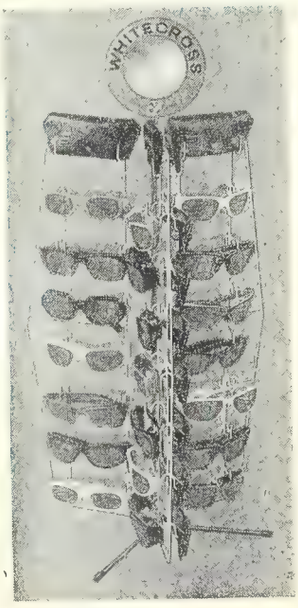
Cost of complete unit to retailer only £49.17.4

All our sunglasses are available as individual lines

THE WHITECROSS 'RIVIERA'

A smart revolving counter display stand supplied FREE with an attractive assortment of:–
10 dozen assorted sunglasses retailing from 3/11 to 8/11 each and
1 dozen assorted clipovers retailing at 7/11 each

Cost of complete unit to retailer only £28.18.0

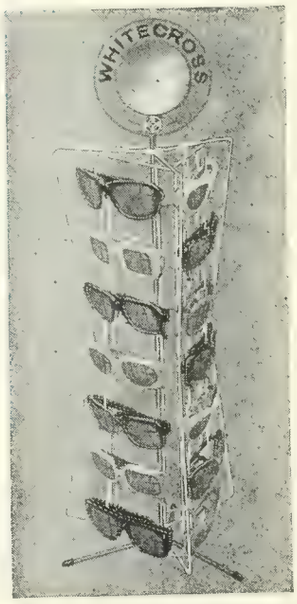


THE WHITECROSS 'COCKTAIL'

An attractive revolving counter display stand supplied FREE with a stylish selection of :–
5 dozen assorted sunglasses retailing from 10/6 to 15/11 each

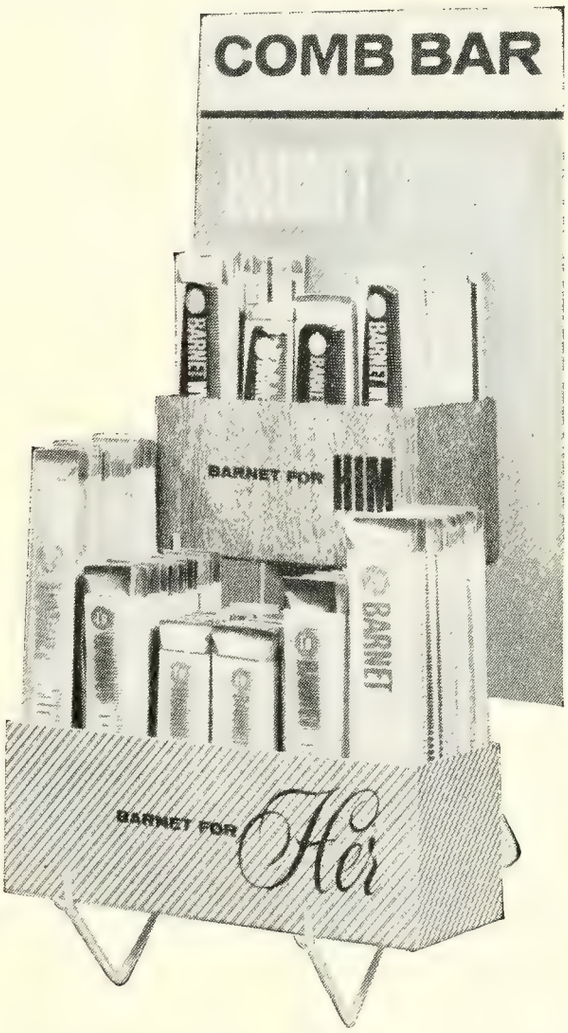
Cost of complete unit to retailer only £25.6.8

Ask your usual wholesaler for illustrated catalogue showing our complete range retailing from 2/11 each.

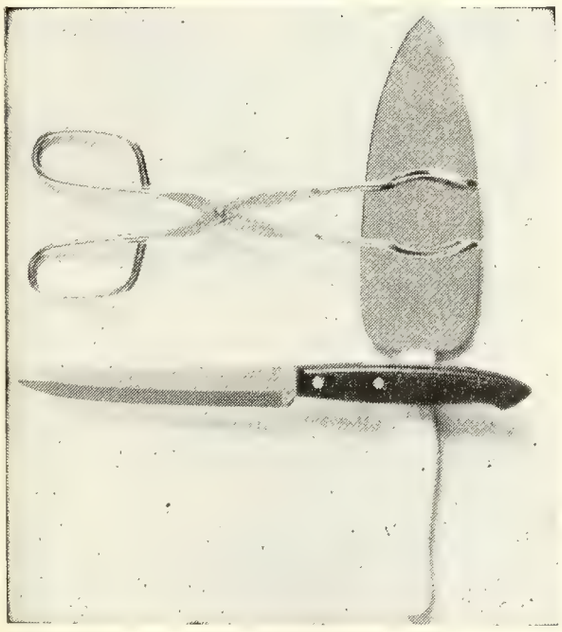


THE WHITECROSS OPTICAL COMPANY OF LONDON *(Proprietors: Fredk. Lehmann Co. Ltd.)*
Frederick Works, Rochester Place, London N.W.1. Telephone: GULliver 6731

Why buy one hundred and forty-four Barnet Combs?



Not just for the free kitchen set!



More likely the healthy profit you'll make from your comb sales! The Barnet Comb Bar is an attractive space saving display stand which dispenses seven dozen ladies' combs, and five dozen for men. All in 10-year guaranteed nylon, and all individually wrapped. The combs are made in assorted colours and retail between 1/6 and 2/6. The complete display costs you 141/10 plus P.T.

With every Barnet Comb Bar you order, you receive an attractive kitchen set. Stainless steel paring knife, pie slice, and kitchen tongs come to you free.

There are many other sales winning counter displays from Barnet. Your wholesaler has full details. He'll send you an illustrated folder with your order form.

BARNET combs are made by **E. R. Holloway Limited**

Bessemer Road, Welwyn Garden City, Herts (wholesale only)
Telephone: Welwyn Garden 28100.

HLB 6-7250-100

slimming profits made easy!

Value in Pack & Price

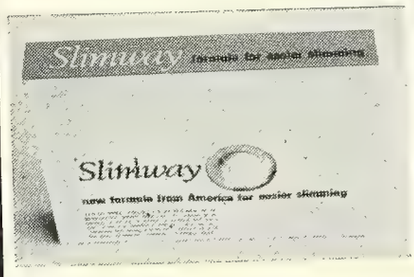
Attractive packs containing 48 tablets plus full dieting instructions retail at the highly competitive price of 7/6d.

Big Advertising Campaign

Now is the time when people are ready to slim for their summer holidays. Millions of them mainly women, will see *Slimway* advertisements in the DAILY MIRROR, DAILY EXPRESS, WOMAN and REVEILLE in April and May.

Make sure you can meet the demand

It's true. Dieting has to be made easy before people will stick to it. Now they can with Slimway. This new formula from America makes dieting easier than ever before. The secret is in the way it effectively removes the desire to over-eat and eases the strain of keeping to the diet.



Approved by Official Bodies

The medical advisers to the Advertising Association and The Newspaper Society have fully approved the product.

Order now for special Introductory Bonus!

Act now and qualify for special offer of 42 packs for the price of 36 (and multiples of 36). **Worth 45/- extra profit to you.** For 3 month introductory period only.

Send to: Thos. Christy & Co. Ltd. North Lane, Aldershot, Hants.

This is an order for.....doz. of Slimway tablets.

* 3 doz. qualifies for bonus and any quantity over 1 doz. sent Carriage Paid.

Signed .....

Name ..... (PLEASE PRINT)

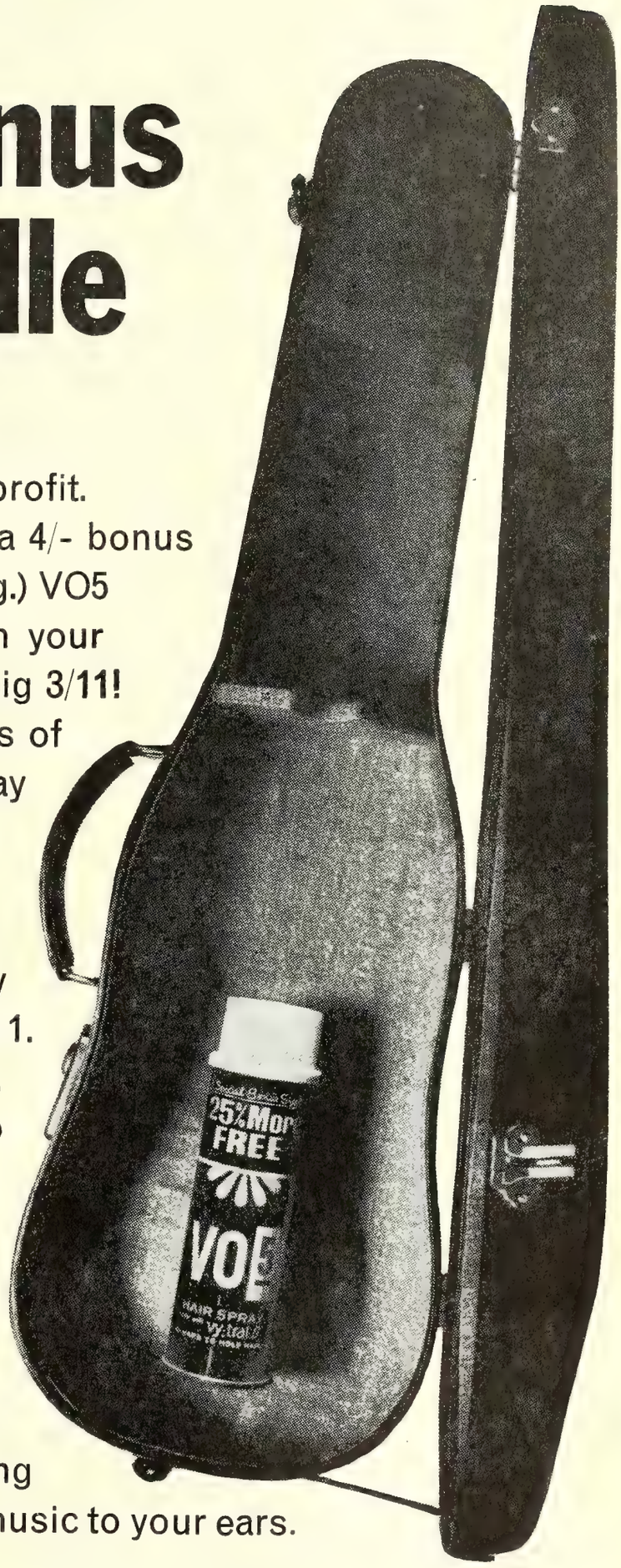
Address .....

.....

Slimway

Sole distributors: Thos. Christy & Co. Ltd., North Lane, Aldershot, Hants. Manufactured by Excello Laboratories Ltd.

This bonus is no fiddle



It's a case of sheer extra profit.

Starting Monday, you get a 4/- bonus for every 6 cans of large (220 g.) VO5 Hairspray that you order from your wholesaler. Profit per can: a big 3/11!

There's more. Order 6 cans of standard (130 g.) VO5 Hairspray and you pocket a 2/- bonus. Profit per can soars to 2/9!

Just have your wholesaler invoice all your VO5 Hairspray orders between now and May 1. Minimum order: six canisters. Send your invoices straight to Alberto Culver, 44 Newington Causeway, London, S.E.1.

We'll rebate you direct.

(Order direct from us and you will still get a bonus.)

But don't fiddle around. Ring your wholesaler first thing Monday. VO5's bonus will be music to your ears.

The eyes will have it from April - Sept!

These ads will be seen in mass circulation Women's magazines and the popular Sunday press in the most consistent ever Advertising Campaign for OPTABS. Timed for the peak selling period for eye products.

Optabs *The Eye Lotion in tablet form*

BIGGER PROFITS — FASTER WITH OPTABS

Write: BRITISH CHEMOTHEUTIC PRODUCTS LTD., Kemtheutic House, Grant Street, Bradford 3.

World-famous colour changing ASTRO-MATIC sunglasses

Supplies of these sensational sunglasses are with your wholesaler. Make sure you place your order **now** to meet the demand in the coming season.

If any difficulty, write direct to:

SEARCHING THE WORLD TO SERVE YOU BETTER.

Benross Trading Co. Ltd.

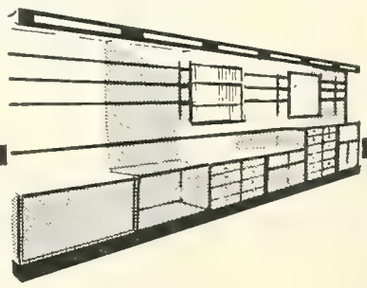
International Merchants

Resident Purchasing Agents in all Major Countries

'Benross House' 29-33 Everton Brow, Liverpool 3
Telephone: North 0471-2-3 STD 051
Telegrams: 'Benross' Liverpool 3.

5 Counterpoint is the ultra-modern unit system of interior store display. Designed to give maximum visibility in the minimum of space.
4 Counterpoint is flexible. Units are interchangeable. Guarantees a tailor-made answer to any space problem.
3 Counterpoint means a quicker, easier selection of merchandise for hurry-bound shoppers
2 Counterpoint is economical. Can be easily installed, varied or adjusted.
1 Counterpoint will gladly send one of their specialists to give expert advice on your particular problems as part of the service.
Result? A perfect launch into modernisation.

Visit our Main office and Showroom: 243 Euston Road, London, N.W.1. Showrooms also at James White (Shopfitters) Ltd., Team Valley Trading Estate, Gateshead-on-Tyne 11.



Please send me your Counterpoint brochure ☐
Please arrange to send your representative ☐
(Tick as required)

NAME.....
ADDRESS.....
.....

Post to Counterpoint Store Equipment Ltd., 243, Euston Road, London, N.W.1. or (for the North & Scotland) to: James White (Shopfitters) Ltd., Team Valley Trading Estate, Gateshead-on-Tyne 11. C7

counterpoint

ACT NOW...AND YOU CAN MAKE 48/9 PROFIT ON 56/3 OUTLAY!

Optrose offers the Retail Pharmacist the biggest rose hip syrup bonus EVER! with every 1 dozen Treble Optrose you order you will receive 1 dozen Standard Optrose

ABSOLUTELY FREE OF CHARGE!

Here are the details	*Trade Price*	*Retail Price*
1 doz. Treble Optrose	2 16 3	3 15 0
1 doz. Standard Optrose	FREE OF CHARGE	1 10 0
	2 16 3	5 5 0

(plus your normal Keldon quantity discounts)

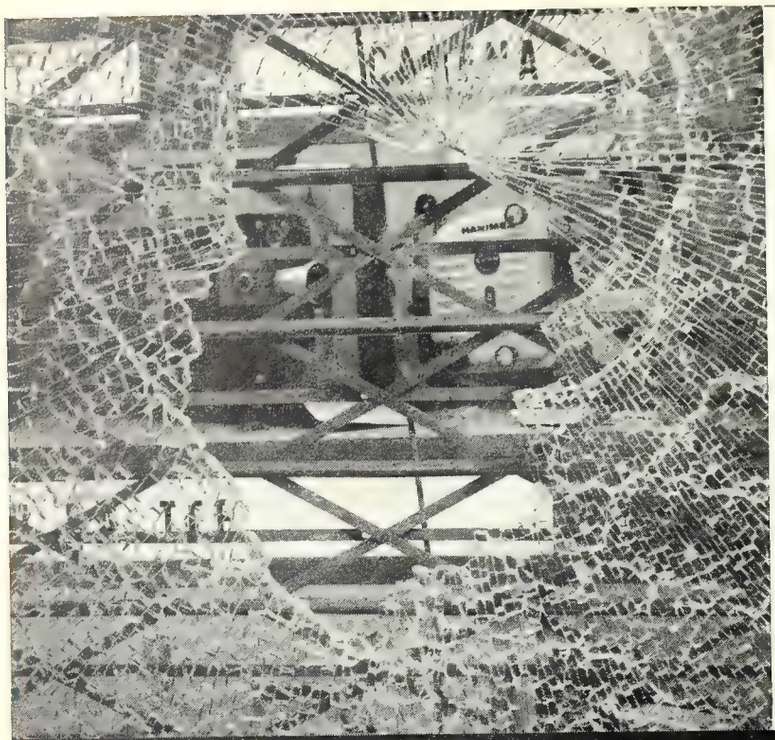
OFFER CLOSES MARCH 26th

ONLY 10 WORKING DAYS TO ORDER

Telephone your order *now* to Perivale 4441 or send if off *now* to

KELDON LIMITED · PERIVALE · GREENFORD · MIDDLESEX

This offer is only available to *Retail* Pharmacists.



They smashed the glass but the VIZOR GRILLE stopped them!

Peter Hampshire's of Green Street, Upton Park E.13. Two windows were smashed but time ran out for the raiders who could not get through the VIZOR GRILLES and had to leave empty handed. Write now for details of VIZOR GRILLES.

E. Pollard & Company Ltd.
(Vizor Division) 159 St. John Street,
London E.C.1. Tel: CLE 6701.

INSPECTION WITH PROTECTION
POLLARDS VIZOR GRILLES

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for
CETRIMIDE · B · P
and
BENZALKONIUM CHLORIDE
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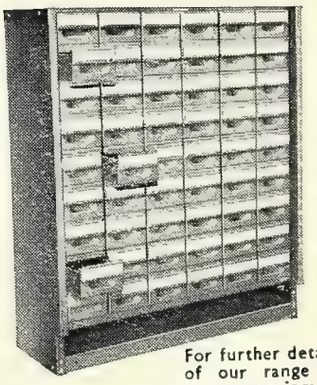
PRINTAR INDUSTRIES LIMITED
PRINCE REGENTS WHARF · SILVERTOWN
LONDON E.16 Tel. ALBERT DOCK 3311

A PLACE FOR EVERYTHING AND EVERYTHING IN IT'S PLACE

Efficient storage is essential in every industry. The vital importance of the ability of being able to select immediately any commodity from stock. To aid the chemist and druggist we suggest the

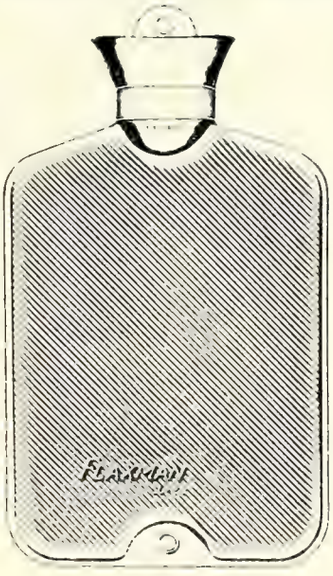
POPULAR 54a DRAWER UNIT
Overall size 42" high x 35" wide x 12" deep, 54 drawers complete with one divider, white card and transparent protective shield per drawer.

£18 0 0



For further details of our range of storage equipment in steel or a free catalogue contact

N.C.BROWN LIMITED
EAGLE STEELWORKS, HEYWOOD, LANCS.
Telephone: 69018
LONDON: 5/6 STAPLE INN, LONDON, W.C.1
Telephone: HOLborn 5223



PROFITS STRAIGHT FROM NODLAND!

This is a junior hot water bottle — 'NODLAND.' A full capacity bottle in three dimensions, NODLAND is made in a range of attractive colours and is packed in an eye-catching picture-box. It retails at 6/6.

This is just one of a comprehensive range of W. W. Haffenden's bottles. Brochures and price list on request.

SPECIALISTS IN 'OWN NAME' HOT WATER BOTTLES. LET US QUOTE YOU

W. W. HAFFENDEN · SANDWICH · KENT

fiona

EYELASHES DE-LUXE

SELF-ADHESIVE •
SHAPED & TRIMMED •
PERMANENT CURL •
SIMPLE TO FIX •
SECURE IN WEAR •

12/6 (recommended retail price)

Refills of Self-Adhesive or Normal Adhesive **1/3** each

Order from your Wholesalers or in case of difficulty from:

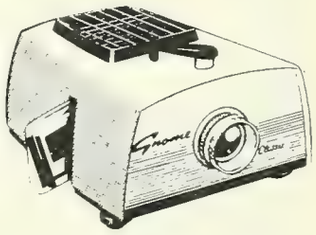
R. BRANDT & CO. (Mfg.) LTD.

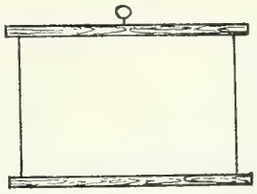
Ribra House • 16 Dalston Gardens • Stanmore • Middx

Telephone: DRYden 0088/89

NOW £10·19·9

BUYS THIS CLASSIC 741C PROJECTOR *PLUS* 40″ × 40″ WALL SCREEN





Take three or more of these special offers and you get the 150 watt lamps FREE!

The Classic 741C is a top quality Projector—one of the best-sellers from

GNOME photographic

Gnome Photographic Products Limited.
Gnome Corner Caerphilly Rd., Cardiff 63201/2/3.

SMITH & HILL SERVICE
is second to *none*

for all ETHICALS

SMITH & HILL (CHEMISTS) LIMITDE

MATILDA STREET SHEFFIELD 1. TELEPHONE 28383 (5 lines

79a URBAN RD. HEXTHORPE DONCASTER Tel. 65261-3.

37 SURREY STREET DERBY Tel. 40526.

CARDINAL WORKS CARDINAL STREET NOTTINGHAM Tel 54347-8

When your customers ask for
WHEAT GERM - *Sell them*

FROMENT
STABILIZED PURE WHEAT GERM

RECOMMENDED FOR NERVES, HEALTH & ENERGY —FROMENT HAS A LOVELY NUTTY FLAVOUR WHICH EVERYONE ENJOYS.

DOUBLE SIZE (28oz) FAMILY PACK ONLY **6/-** 14 oz. CARTON **3/3** 7oz. CARTON **1/9**

Sole Manufacturers
JOHN H. HERON LTD.,
HOOK ROAD MILLS, GOOLE. TEL 1153

BERDOE & FISH

Chemists' Transfer Agents and Valuers

41 ARGYLE SQUARE, KING'S CROSS, W.C.1
(opposite St. Pancras and King's Cross Stations)

VALUATIONS for all purposes
BUSINESSES urgently required
STOCKTAKING for Income Tax purposes
TRANSFERS without publicity our speciality

● **All Valuations and Stocktakings carried out under personal supervision of principals.**

Established 1870 Phone: TERminus 3574

TODAY-THERE IS MORE ADVERTISING FOR PERSONAL WEIGHERS THAN EVER BEFORE!!!

CASH IN ON THIS–

STOCK AND SELL THE WORLD'S BEST SCALE VALUE

BY SALTER

STRAND 200

A low-priced personal weigher. Attractively textured waterproof mat. Revolving dial with magnifying lens for easy reading. Colours: White base with either Black, Pink or Blue mat. Black base with White, Blue or Yellow mat.
PRICE 46/- + P.T. 3/-

MAYFAIR 207

The platform of this superb weigher is encased with a self-colour ribbed P.V.C. material for easy cleaning and hard wear. Gold colour plated surround holds the high magnification lens in position over the clear, revolving dial. Colours: Black, White, Blue, Pink and Yellow.
PRICE 70/- + P.T. 4/7

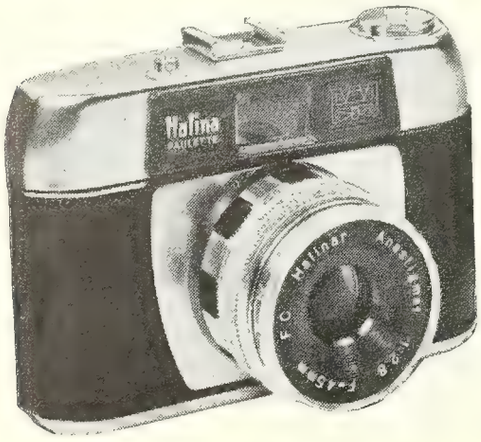
SAVOY 204

This medium-priced weigher has a luxurious Bri-nylon pile covered platform. Magnifying lens makes the clear dial very easy to read. Colours: White base with mats of Chinese Jade, Old Rose and Maize Yellow.
PRICE 59/- + P.T. 3/10

Geo. Salter & Co. Ltd., West Bromwich. Est. 1760.

M-W.635

Halina CAMERAS



HALINA PAULETTE

- A precision made 35mm camera
- Halinar f2.8/45mm lens
- Shutter speeds 1/30th, 1/60th, 1/125th 1/250th sec. plus B
- Single stroke lever wind
- Luminous bright line framefinder
- Aperture setting from f2.8 to f16

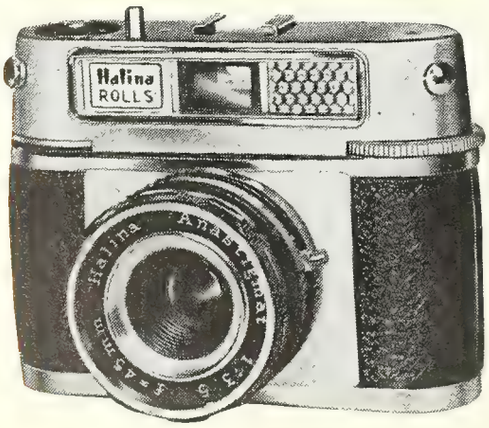
£8 - 19 - 6 Ever ready case £1.19.6

HALINA A I

$2\frac{1}{4}'' \times 2\frac{1}{4}''$ and 35mm

- Coupled front lens focusing
- f3.5/80mm hard coated lens
- 4-speed shutter-1/25-1/50-1/100 sec & B
- Ground glass focusing/viewing screen
- All metal with satin chrome trim
- Complete with 35mm conversion unit

£7 - 19 - 6 Ever ready case £1.19.6



HALINA ROLLS 35mm

- f3.5/45mm hard coated 3 element lens
- 3-speed shutter-1/30-1/60-1/125th sec & B
- Synchronised for flash
- Double exposure prevention
- Coupled film transport and exposure counter
- Aperture setting from f3.5 to f16

£5 - 19 - 6 Ever ready case £1.9.11

Sole distributors to the trade: J. J. SILBER LTD. 11 Northburgh Street, London, E.C.1. Tel. CLE 8031 (10 lines)

The CHEMIST AND DRUGGIST
CLASSIFIED ADVERTISEMENTS

Address Box Number Replies to: THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2. Tel. : CENTRAL 6565

This service does not extend to the forwarding of samples.

APPOINTMENTS — 27/- per ½" s.c. minimum and pro rata. AGENTS — AUCTION SALES — BUSINESSES FOR SALE and WANTED — CLEARANCES and WANTS — CONTRACTS — MISCELLANEOUS — PATENTS — PARTNERSHIPS — PREMISES — PUBLIC and LEGAL NOTICES — SITUATIONS VACANT. Run-on — 4/6 per line (minimum 22/6). Semi-display — 27/- per ½" s.c. minimum. Displayed with border rule, larger type faces and blocks — 72/6 per s.c.i. minimum. Reduced rates for one-third, one-half, and full pages on application. SITUATIONS WANTED — 7/6 per 18 words minimum, then 5d. per word. Use of Box No. — 3/-. Advertisements received by 4 p.m. Tuesday published same week.

PREMISES

THE SQUARE WALLINGTON

IDEAL OPENING FOR A CHEMIST

The superb new shopping centre at Wallington in Surrey, already has 16 substantial tenants, including Victor Value, Quality Carpets, Singer (Home Appliances Centre), Meesons, John Farmer shoes, Rediffusion, Sheraton Furnishers, R. B. Goodhew, Morley Dyers & Cleaners, Tucana Radio.

To date, however, there's not a chemist amongst them. Opportunities for rapidly expanding trade are enormous—because a new high-density development is under way nearby. Why not set up a new shop at Wallington? Full details are available from either of the Joint Agents :

CONRAD, RITBLAT & CO.
LONDON W1 WELBECK 4499

MORGAN, BAINES & FROST
WOODCOTE ROAD. WALlington 5547
C 6861

EASTLEIGH, HANTS. New shop to let on busy main road at 47 Leigh Road, Eastleigh. Shop approx. 18 ft. by 60 ft. Rear access. Rent £1,250 p.a. excl. New lease. No premium. Multiple position. Adjoining new Granville Supermarket. Apply: S. Clements, G.F. Properties, Ltd., 47 Upper Grosvenor Street, London, W.1. C 1715

LUTON, BIRDSFOOT LANE: New shop and maisonette now available in a well-established Parade. Local demand is for a chemist to complete the shopping facilities. Day, Ltd., 705 High Road, N. Finchley, N.12. C 1708

BUSINESSES FOR SALE

ISLE OF WIGHT. Village pharmacy in unspoilt coastal village, serving large rural district. Lock-up freehold premises. Turnover over £11,000 p.a. N.H.S. prescriptions 6,400 p.a. Net profit about £2,000 p.a. Price £3,500 as going concern. Large mortgage available. Stock about £1,500. Accommodation in adjoining residence available. Sir Francis Pittis & Son, Ventnor, I.o.W. C 6858

APPOINTMENTS

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS

Post-graduate Pharmaceutical Student

required. Modern, well-equipped department. Pleasant working conditions. Whitley Council salary. Apply to Chief Pharmacist. C 6840

BEXLEY HOSPITAL, DARTFORD HEATH, BEXLEY, KENT

Chief Pharmacist

Applications are invited for the post of Chief Pharmacist (Category III) which will become vacant due to the retirement of the present holder. (Date will depend on availability of successor.) Whitley Council conditions, salary scale £1,280 x £45 (2) x £50 (2) x £55 (2) x £60 to £1,700 per annum, plus special weighting at present £75 p.a. Four weeks' annual leave.

This busy, progressive psychiatric hospital is situated in pleasant surroundings 14 miles from Charing Cross and within easy reach of the Kent Coast and Countryside. Applications with full details and names and addressses of two referees to the Group Secretary by Wednesday, March 25. C 6860

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS

Senior Pharmacist

for modern and well equipped department. Pleasant working conditions. Whitley Council salary plus London Weighting. Apply to Chief Pharmacist. C 6842

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Dispensing Assistants

Applications are invited from Senior Pharmacy Students, to work as Dispensing Assistants in Hospital Pharmacies within the Group during summer vacation. Hospitals within easy reach of Central London. Apply to Chief Pharmacist, Bethnal Green Hospital, Cambridge Heath Road, London, E.2. (Telephone: ADVance 3413.) C 766

CENTRAL GROUP H.M.C. (BETHNAL GREEN HOSPITAL), CAMBRIDGE HEATH ROAD, LONDON, E.2

Senior Pharmacist

required for modern department in acute general hospital (300 beds). Situated within few minutes of Central Line Underground. Residential accommodation available if required. Salary scale £1,040 — £1,295 plus London Weighting. Applications with details of qualifications and experience to Hospital Secretary. C 757

CONNAUGHT HOSPITAL, ORFORD ROAD, WALTHAMSTOW, LONDON, E.17

Dispensing Assistant

required early July. Preferably with Apothecaries' Hall Certificate. Whitley Council Conditions and Service. Applications to Hospital Secretary. C 772

MOORFIELDS EYE HOSPITAL

Dispensing Assistant

Applications are invited for the post of Dispensing Assistant. Interesting work in modern, well-equipped Department. Duties finish at 4.30 p.m. Monday to Friday; Saturday 1 p.m. with alternate Saturday free. Whitley Council salary scale and conditions of service. Applications to the Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 6822

NORTH STAFFORDSHIRE HOSPITAL MANAGEMENT COMMITTEE, CITY GENERAL HOSPITAL, STOKE-ON-TRENT (757 beds)

Pharmacist

Basic Grade Pharmacist required. Post vacant 1st April, 1966. Salary £955 rising to maximum of £1,200 per annum.

Applications stating age, previous experience and the names of two referees, to Hospital Secretary. C 6857

ROYAL FREE HOSPITAL GROUP, NORTH WESTERN HOSPITAL, LAWN ROAD, HAMPSTEAD, N.W.3

Dispensing Assistant

required at the above hospital. Whitley salary scale ranging (for applicants over 21 years of age) from £414 to £615 per annum plus London Weighting and qualifications allowances.

Apply naming two referees, to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 762

ROYAL FREE HOSPITAL, LAWN ROAD BRANCH, N.W.3

Pharmacist

required for the above hospital. The post would suit a married woman living in the area and hours might be adjusted by mutual arrangement. Salary (full-time) on the scale £955 + £40 to £1,155 + £45 to £1,200 p.a. plus London Weighting and Higher Qualification allowance. Applications to the Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 769

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1

Locum Pharmacist

required at this hospital. Salary £24 13s. 6d. per week. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 753

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1

Pharmacist

Applications are invited for the above position. This is a new post which offers opportunities for very varied experience including some investigational work. Salary £955 to £1,200 per annum plus London Weighting and higher qualification allowance with extra payment for evening clinics. Applications should be addressed to the Group Chief Pharmacist. C 6816

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1

Senior Pharmacist

required for the Out-patient Department of the above Hospital. This is a congenial post for a person who enjoys dealing with patients and medical and nursing staff and who wishes to keep abreast of the latest developments in drug treatment. Salary on the scale: £1,040 + £40 to £1,160 + £45 to £1,295 plus London Weighting and Higher Qualification allowance. Evening Clinic weekly for which a payment of £2 8s. 9d. is made. Applications to the Chief Pharmacist. C 6852

Appointments—Continued

SCUNTHORPE HOSPITAL MANAGEMENT COMMITTEE, SCUNTHORPE AND DISTRICT WAR MEMORIAL HOSPITAL

Deputy Chief Pharmacist (Category IV)

Salary scale £1,090 — £1,395 entry point according to experience. Assistance in removal expenses and also with housing requirement of married candidates from outside the Borough. Further information from Chief Pharmacist (Scunthorpe 5811). Applications to Hospital Secretary. C 6845

ST. MARY ABBOTS HOSPITAL, MARLOES ROAD, KENSINGTON, W.8

Pharmacist or Experienced Dispensing Assistant

required full-time immediately. Pleasant working conditions in modern department. Hospital conveniently situated near Kensington High Street and Earl's Court. Accommodation available for female applicant. Applications to House Governor, St. Mary Abbots Hospital, Marloes Road, Kensington, W.8. (Enquiries to Chief Pharmacist, WEStern 8201 Ext. 8.) C 774

PUBLIC APPOINTMENTS

CHIEF PHARMACISTS

Home Office, Prison Department

Applications are invited from male or female registered Pharmacists aged 25 or over for appointment as Chief Pharmacists Category III in the Prison and Borstal Service. Previous hospital experience is not essential. Vacancies are at H.M. Prisons, Bristol, Durham, Parkhurst (Isle of Wight) and at H.M. Remand Centre, Risley (Warrington, Lancashire).

Salary scale £1,280 to £1,700 plus £68 per annum environment allowance. An additional allowance of £14 8s. per annum is payable at H.M. Prison, Parkhurst. A Higher Qualification Allowance of £25 per annum may also be payable. Starting salary above the minimum of the scale may be allowed for previous National Health Service, Government Service or other comparable experience. As the duties include supervision of certain other prison service establishments some travelling will be necessary.

The posts are superannuable under the National Health Service Superannuation Scheme.

A five-day week is worked. The annual leave allowance is four weeks rising to four weeks and three days after ten years' total service, plus six public holidays.

Application form and further details obtainable from Home Office, Prison Department (R521/CR), Romney House, Marsham Street, London, S.W.1. Applicants should name post applied for. C 6853

SITUATIONS VACANT

RETAIL (HOME)

ASHTON-UNDER-LYNE, LANCASHIRE, Manager/Manageress required to take over well-established branch business. Full staff. Apply George Hinchliffe Ltd., 106 King St., Dukinfield, Cheshire. C 761

EALING, W.5. Superintendent pharmacist for new company. Directorship offered, with good salary and bonus based on turnover. Large new premises nearing completion, pleasantly situated in residential area in excellent position with high potential. Successful candidate will be consulted in planning and layout. Box C 1712.

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WHOLESALE

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FULLY EXPERIENCED REPRESENTATIVE, 45, very well known throughout Lancashire, wholesale, retail chemists. Present company closed down. Box C 1714.

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WHOLESALE

Rexall

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Due to reorganisation and planned expansion Rexall invite applications from Pharmacists, preferably with Production Experience.

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Parke-Davis & Company
Staines Road, Hounslow
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C 771

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for vacancies which occur in sterile products manufacturing and general packaging.

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C 6855

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Get in touch with **Commando Sales Ltd.,**

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C 6797

Business Opportunities—Continued

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MANLY MAN'S BELT. Nationally advertised "obtainable from chemists," 39/6. Full trade terms. Order by waist measurement from Manly Co., Manor House, Worcester Park, Surrey. DERwent 3877. C 635

FOR SALE

SHOP EQUIPMENT—5 YEARS TO PAY—NO DEPOSIT. Shop Equipment Finance Company, Orange Street, Bristol, 2, supply display shelving, showcases, scales, cash registers of all types, etc. C 760

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WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8. C 140

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AGENTS

SALES AGENT. Old-established London manufacturers of highly attractive and expanding range of toiletries require good agent calling on chemists, departmental stores and other retail outlets in London area and Home Counties. Commission basis only—15%. Write in confidence full details to Box C 6854.

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NORTHERN IRELAND HOSPITALS AUTHORITY

Tenders are invited for the supply of the following drugs to all hospitals for the period 1st April, 1966, to 31st March, 1967.

1. Demethylchlortetracycline in all forms and presentations.
2. Oxytetracycline in all forms and presentations other than tablets, powder and capsules.
3. Tetracycline in all forms and presentations other than tablets, powder and capsules.
4. Chlortetracycline in all forms and presentations other than powder and capsules.
5. Chloramphenicol in all forms and presentations other than powder and capsules.

Full information and form of tender may be obtained from the Secretary, Northern Ireland Hospitals Authority, 25 Adelaide Street, Belfast, 2, to whom completed tenders, labelled as instructed, should be sent so as to reach him not later than 5 p.m. on Monday, 21st March, 1966.

Special consideration will be given to firms on the King's National Roll. The Authority do not bind themselves to accept the lowest or any tender. C 6851

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The CHEMIST AND DRUGGIST
MARCH 12, 1966

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ALFRED ST. NORTH, NOTTINGHAM.

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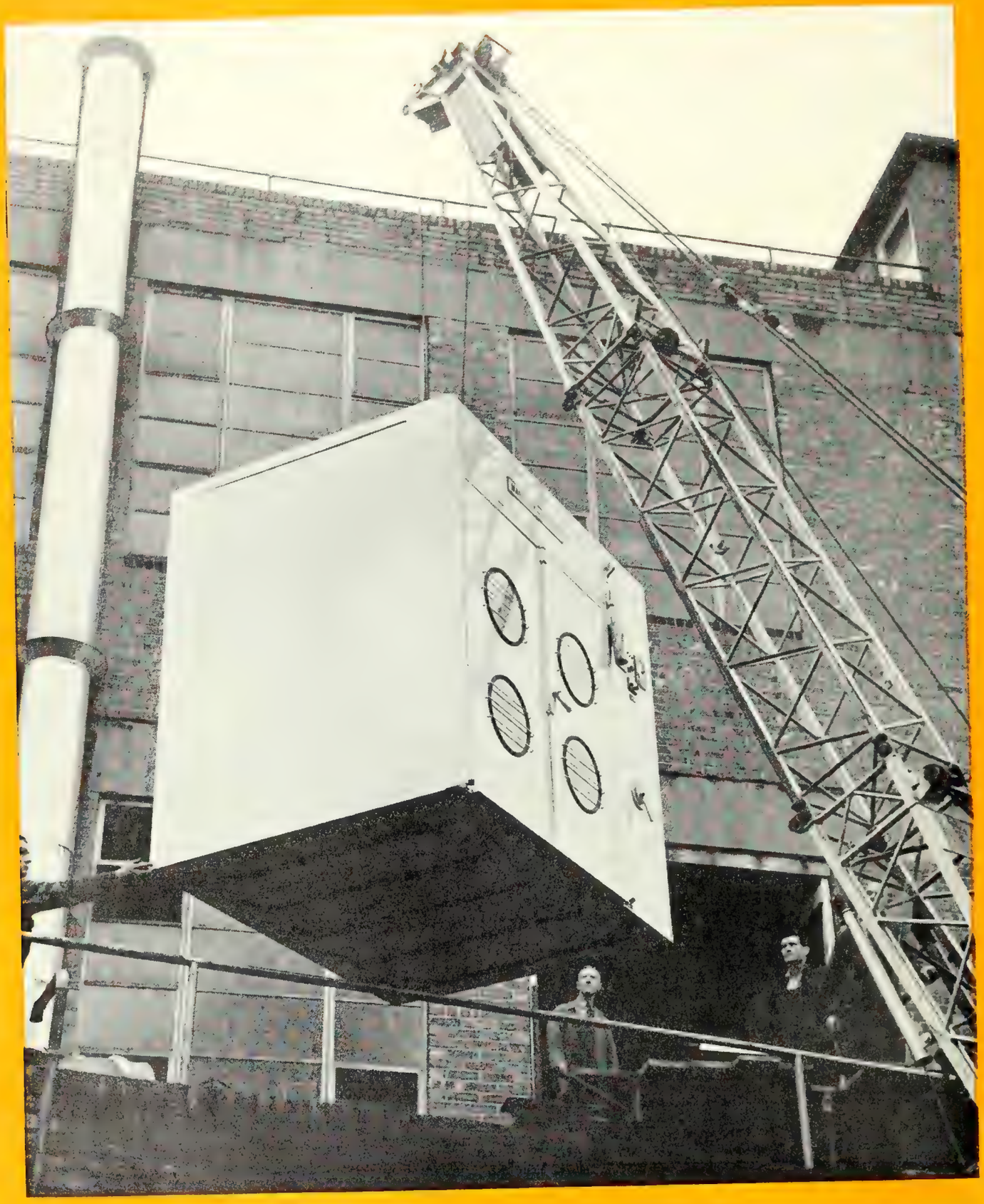
Page 271

Miss Edwards, Publicity.

The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

MARCH 19 1966



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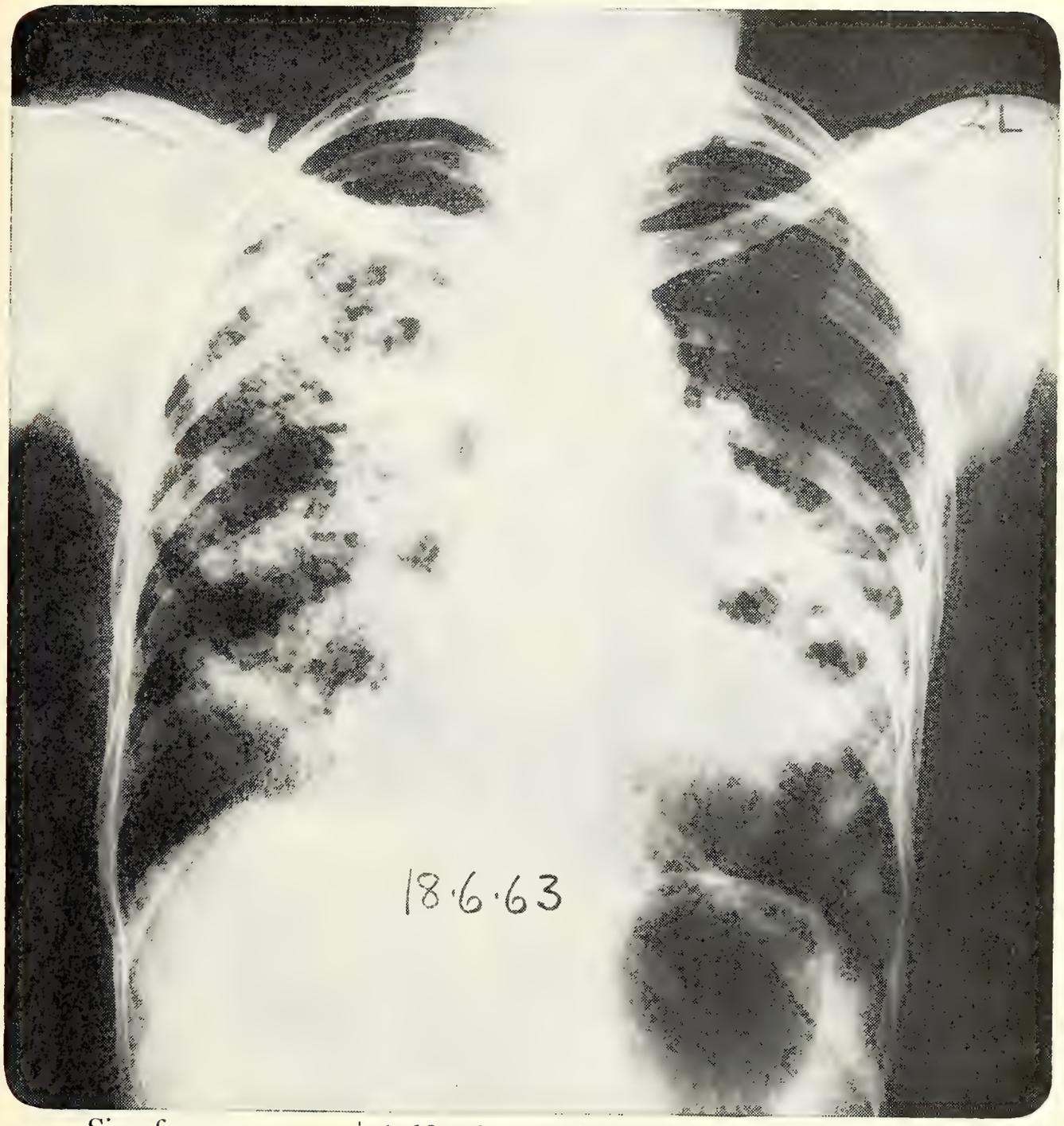

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Six cachets of Pasinah-302 provide a total daily dosage of 12 G. Sodium PAS and 300 mg. Isoniazid B.P.

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We just can't bottle it up any longer.

INDEX TO ADVERTISERS

Allen, Stafford, & Sons, Ltd. .....Supplement, page 15
Ames Co..... 9

Barber Electrical Services, Ltd. 34
Beautisales, Ltd. 34
Beecham Toiletry Division 14, 15
Boake Roberts & Co., Ltd. .....Supplement, page 9
Boutalls Chemists, Ltd. 36
Britanol, Ltd.—Simbex .....Front Cover
Burroughs Wellcome & Co.....Price List Sup., page 1
Burroughs Wellcome & Co. .....Interleaved Edit., 19
British Chemotheutic Products, Ltd. 33
British Dyewood, Ltd. 34

C. & D. Tablet Chart 35
Calmic, Ltd.....Interleaved Edit., 26
Continental Cosmetics, Ltd. .....Interleaved Edit., 24
Corre, A., & Son, Ltd. .....Price List Sup., page 3
Counterpoint Equipment, Ltd. 12
Cox, A. H., & Co., Ltd.....Cover ii
Cyclo Chemicals, Ltd. .....Supplement, page 12

Excello Laboratories, Ltd.....Interleaved Edit., 20

Fisons Pharmaceuticals, Ltd.
Supplement Front Cover and page 2
Flexile Metal Co., Ltd.....Supplement, page 16

Harrison, Alf., & Sons, Ltd. .....Supplement, page 6

I.C.I., Ltd. (Mond Division) .....Supplement, page 19
Ilon Laboratories 32
Illingworth, E., & Co., Ltd. 17
International Bottle Co., Ltd. 2

Johnson & Johnson (G.B.), Ltd. 18

Kaputine, Ltd. 16

Laughton & Sons, Ltd. .....Interleaved Edit., 27
Lenton Products, Ltd. 18

Macfarlan Smith, Ltd.....Supplement, page 6
Marchon Products, Ltd. .....Supplement, page 20
Max Factor Hollywood & London (Sales), Ltd.
Interleaved Edit., 21, 22, 23

New Era Laboratories, Ltd. .....Cover iv
Nicholas Products, Ltd.....Interleaved Edit., 28
Norbury Printers, Ltd. .....Supplement, page 6

Orridge & Co.....Price List Sup., page 5

P & M-Warrick 13
Parke, Davis & Co. .....Interleaved Edit., 25
Pifco, Ltd. 10, 11
Pfizer, Ltd. .....Cover iii

Reckitt & Sons, Ltd. 31
Remington Electric Shaver, Ltd. 3, 4, 5
Robinson Waxed Paper Co., Ltd. .....Supplement, page 9

Shadeine & Co., Ltd. 32
Shaw, Robert, & Co., Ltd. 6
Sessions, William H., Ltd. 34
Shopshow 1966 8
Soffe Bros., Ltd..... 7
Spanish Olive Oil 30
Strenol Products, Ltd. 34
Southern Television, Ltd. .....Supplement, page 5

Taylowe, Ltd. .....Supplement, page 12

Vernon & Co., Ltd. 32
Vitamins, Ltd. 29

Wander, A., & Co., Ltd. 1

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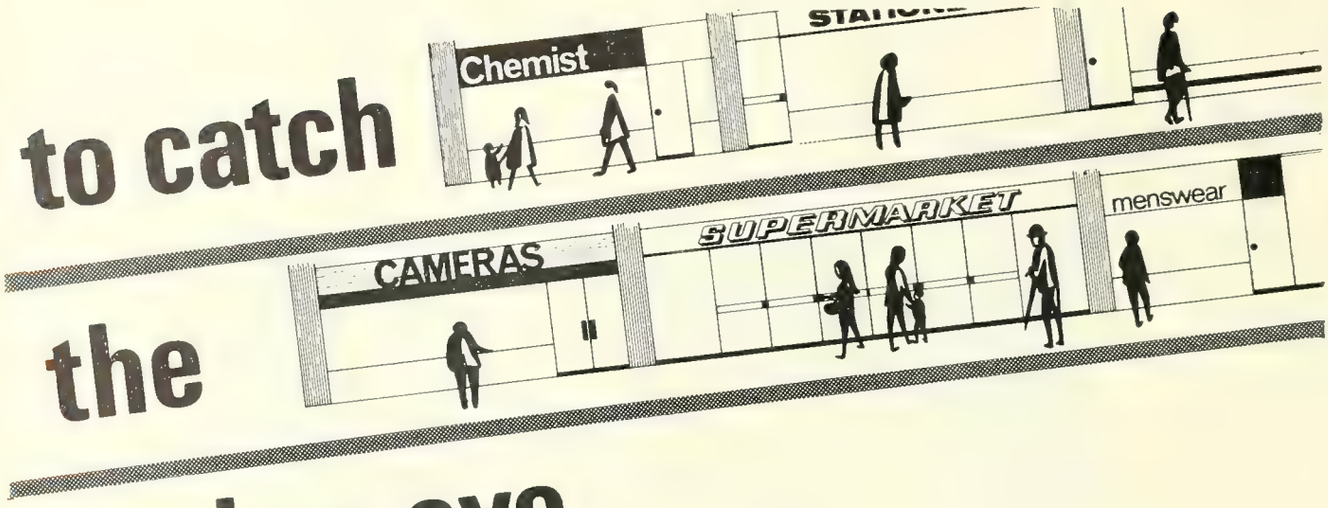

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18-21 April 1966
Earls Court, London

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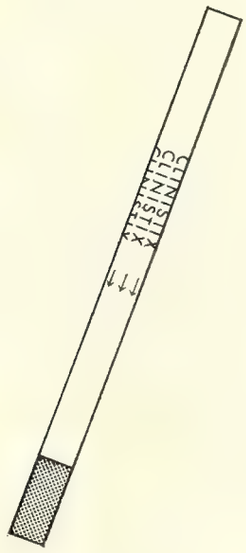

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CLINISTIX are available in bottles of 50 strips.

AMES COMPANY

Division of Miles Laboratories Ltd., Stoke Court, Stoke Poges, Slough, Bucks.

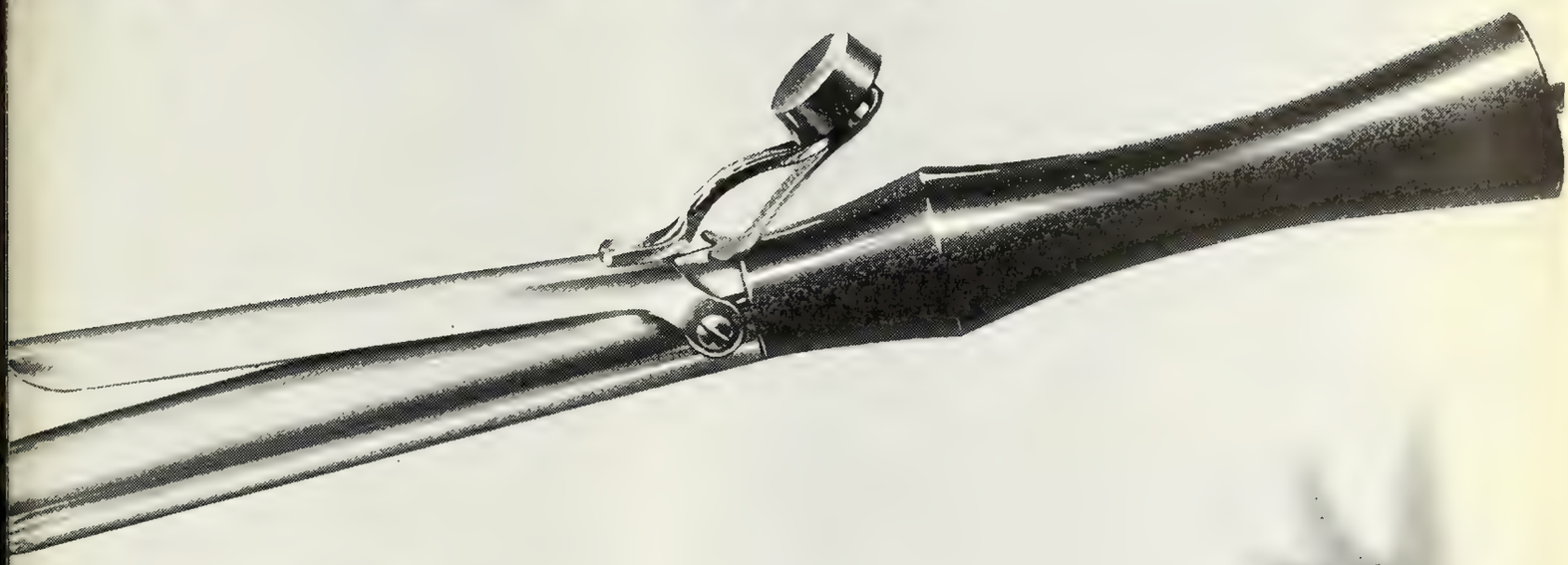
* trade mark/AM200

PIFCO

When so many girl

it's time to reach fo

Hair Curlers



re reaching for them

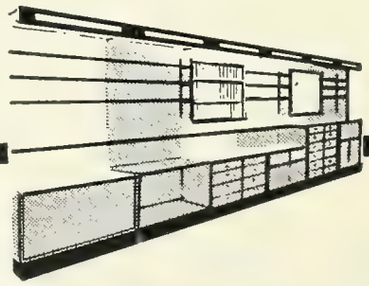
Pifco Hair Curler Standard Model (left) retails at 25/-.
Pifco Vanity Curl (right) styles modern, bouncy curls, retails at 39/6.
Nationally advertised in Woman and Woman's Own every week, April to June

our order book

From your wholesaler. In case of difficulty, write to:
PIFCO LTD . WATLING STREET . MANCHESTER 4

5 Counterpoint is the ultra-modern unit system of interior store display. Designed to give maximum visibility in the minimum of space.
4 Counterpoint is flexible. Units are interchangeable. Guarantees a tailor-made answer to any space problem.
3 Counterpoint means a quicker, easier selection of merchandise for hurry-bound shoppers
2 Counterpoint is economical. Can be easily installed, varied or adjusted.
1 Counterpoint will gladly send one of their specialists to give expert advice on your particular problems as part of the service.
Result? A perfect launch into modernisation.

Visit our Main office and Showroom: 243 Euston Road, London, N.W.1. Showrooms also at James White (Shopfitters) Ltd., Team Valley Trading Estate, Gateshead-on-Tyne 11.



Please send me your Counterpoint brochure ☐
Please arrange to send your representative ☐
(Tick as required)

NAME.....
ADDRESS.....
.....

Post to Counterpoint Store Equipment Ltd., 243, Euston Road, London, N.W.1. or (for the North & Scotland) to: James White (Shopfitters) Ltd., Team Valley Trading Estate, Gateshead-on-Tyne 11. C8

counterpoint

and in Family-size bottles

EVERY WEEK!

striking advertising will get new customers for you—and only you!

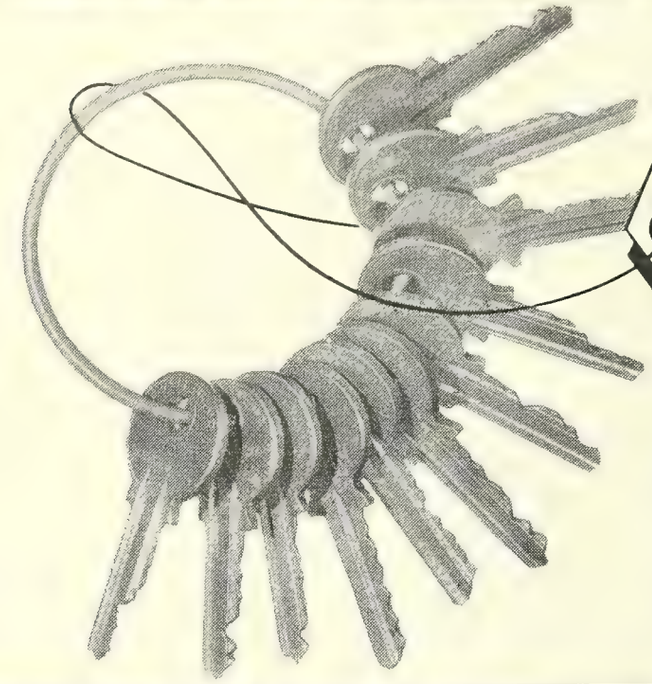
NEWS OF THE WORLD	**16,286,000** adult readers	
PEOPLE	**15,578,000**	,,
SUNDAY MIRROR	**13,176,000**	,,
REVEILLE	**5,553,000**	,,
SUNDAY MAIL	**2,073,000**	,,

STOCK—DISPLAY—SELL MEGGESON DYSPEPSIA TABLETS

P & M—WARRICK Seymour Road, Leyton, London E.10. Tel: LEYtonstone 3334

WK.5

C



BEECHAM TOILETRIES

your keys to continued profits

*** VOSENE - BRAND LEADER**
in medicated shampoos.
Now with Biomin

*** BODY MIST - BRAND LEADER**
in spray deodorant market

*** BRYLCREEM - BRAND LEADER**
in men's hairdressing market

*** SILVIKRIN - BRAND LEADER**
in liquid shampoo market. Now in liquid, lemon and cream.

*** AMAMI - BRAND LEADER**
hair setting lotion.

*** BRISTOW'S LANOLIN BRAND LEADER** in cream shampoos

8 BRAND LEADERS

IN A COMPLETE TOILETRY RANGE

Beecham's symbols of success. 11 keys for Britain's best known toiletries. Brand leaders almost every one! Top for sales and profits.

Beecham Brands stand the pace—stay on top. BIG, powerfully persuasive, consistent advertising sees to that... in press, cinema, TV and radio. Add to all this—exciting regular Beecham promotions, spectacular deals, consumer offers—and you have the finest money-spinners of them all, the range of Beecham Toiletries.

***HILTONE - BRAND LEADER**
in hair lightener market

*** COOLCHARM - BRAND LEADER**
in complete roll-on deodorants

SILVIKRIN HAIR CREAM
with Brylcreem holds ⅔ of the hair cream market

MACLEANS
Second toothpaste brand, expanding fast

BRISTOW'S STAR SPRAY
Famous aerosol hairspray with growing sales.

Concentrate on BEECHAM toiletries

Beecham Toiletry Division . Beecham House
Brentford . Middlesex

160

D

A GREAT NEW

Bellair REG^D hair spray

IN 9 TELEVISION AREAS

MIDLANDS, CENTRAL SCOTLAND, N.E. SCOTLAND
SCOTTISH BORDER, NORTH-EAST
NORTHERN (YORKSHIRE & LANCASHIRE)
WALES & WEST, ANGLIA & N. IRELAND

TV CAMPAIGN STARTS APRIL 11th

The biggest battery yet of Bellair
15- and 30-second commercials

A truly mammoth campaign with a minimum of five commercials a week from April to June. Women everywhere will have 146 million opportunities to hear about Bellair. *We ensure good profit margins for you in this expanding market.*

Order from your wholesaler now

AEROSOL 4/8
SPRAY PACK 2/8
REFILL BOTTLE 1/8
REFILL SACHET 1/3

KAPUTINE LTD, BOARDMAN STREET, OLDHAM, LANCS. TELEPHONE: OLDHAM MAIN 3045 & 6266

COTTON WOOLS

that come in cartons from

ILLINGWORTHS

Smart polythene-wrapped blue and white packs. Modern looks, more convenience, maximum hygiene. 1 oz., 2 oz., 4 oz., 8 oz., 16 oz., sizes. B.P.C. and Hospital Qualities.

Also in Rolls

Pleated in Polythene Bags

Bottle Neck Wool

Respirator & Filter Pads

Blended Wool

A high quality product of
E. ILLINGWORTH & CO. (BRADFORD) LTD.
Shelf Mills, Shelf, Nr. Halifax
Tel: Bradford 76261-9 Grams: Illmond Bradford

THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 March 19, 1966 No. 4492

CONTENTS

Addendum to the Pharmacopœia ... 280
Agricultural Chemicals 285
Any Business Questions? 278
Correspondence 284
Drugs from Doctors? 268
Leading Articles:
Cost to Chemists of Doctors' Scheme 279
"Early Warning" in Health Field ... 279
Co-operation with Public Analysts ... 280
New Books 283
New Front, New Shop, New Dispensary 275
"Open Shop" 278
Party Policy on Health and Trade ... 268
Pharmaceutical Society of Ireland:
Council Meeting 281
Scottish Hospital Pharmacists (concluded) 277
Topical Reflections 267

Branch Events 284
Business Changes 270
Coming Events 289
Company News 269
Contemporary Themes ... 288
Deaths 271
Information Wanted ... 274
In Parliament 269
Legal Reports 269
Local Officers 267
Manufacturers' Activities . 285
Marriages 271
New Companies 290
New Products 272
N.H.S. Statistics 284
Patents 288
Personalities 271
Prescribers' Press 290
Print and Publicity ... 289
Recent Research 283
Sport 267
Trade Marks 288
Trade Notes 274
Trade Report 286

Index to Advertisers, p. 6. Classified Advertisements, p. 39.

PUBLISHED BY
MORGAN BROTHERS (PUBLISHERS), LTD.,
at 28 Essex Street, Strand, London, W.C.2
Telephone: Central 6565

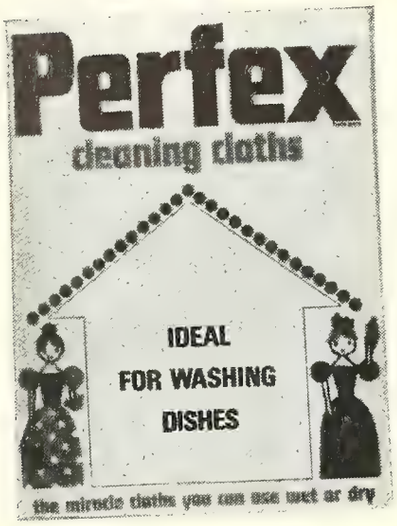
ABC MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

© MORGAN BROTHERS (PUBLISHERS), LTD., 1966

GLASGOW: 8 Merrylee Road, Newlands, S.3. *Phone:* Merrylee 6356.
LEEDS, 16: 32 Wynford Rise, West Park. *Phone:* Leeds 67 8438.

ANNUAL SUBSCRIPTION
which includes The Chemist and Druggist Diary and Year Book, £4 5s. Single copies 1s. 3d. each (postage 8d.).

Watch it!



You'll be clean out of this cloth soon.

Every woman will be after it for the

BIG PERFEX COMPETITION

PERFEX*! Just about the best household cloth out today. Equally effective wet or dry. Equally versatile a thousand different ways.

Now, even more reason for a PERFEX sell-out: a big PERFEX Cleaning Cloth competition, with a PERFEX pack as 'entry ticket'!

1st PRIZE — A £500 KITCHEN!
50 runners-up win a Hotpoint Hi-Speed Kettle. And every entrant gets a PERFEX cloth, free.

News of the contest to be splashed in full pages in *Radio Times* and TV publications.

Your customers will all try this PERFEX competition. (How many women would be cranky enough to miss out on £500 worth of kitchen finery?) And that's where **you** come in for a lot of good clean fun with the cash register. Because remember: *every entrant has to buy a pack of PERFEX!*

So stock up and display PERFEX now. And ask for entry leaflets. You'll need them all.

*Trade mark

Distributed by Racasan Ltd., Ellesmere Port, Wirral, Cheshire. Johnson & Johnson (GT. BRITAIN) LIMITED

SPRINGTIME
Nylon support stockings 29/6d. per pair.

SUPERFINE
Full-footed, seamed, seamless. Elegantly sheer 63/- per pair

SUPERMESH
Mesh texture gives fine appearance on leg. Seamed or seamless. 63/- per pair.

SUPERFIT
Full-footed, fashioned. Obtainable under N.H.S. 48/- per pair.

SERVICE
Full-footed, seamed or seamless or open-toe. Obtainable under N.H.S. 48/- per pair.

SUPER-FLEX
Ultrafine stockings in Spandex Bri-Nylon. 63/- per pair

Yalcs Nylon Elastic Hosiery is easy to sell!

Because there is a wide range of styles and foot-sizes, and because they are all in true two-way stretch yarn, Yalcs Nylon Elastic Hosiery is really easy to sell.

All leading chemists require surgical hose that is second-to-none in quality, nationally advertised and backed by superlative service. That is why they specify Yalcs.

Leaflets and measurement forms sent on request.

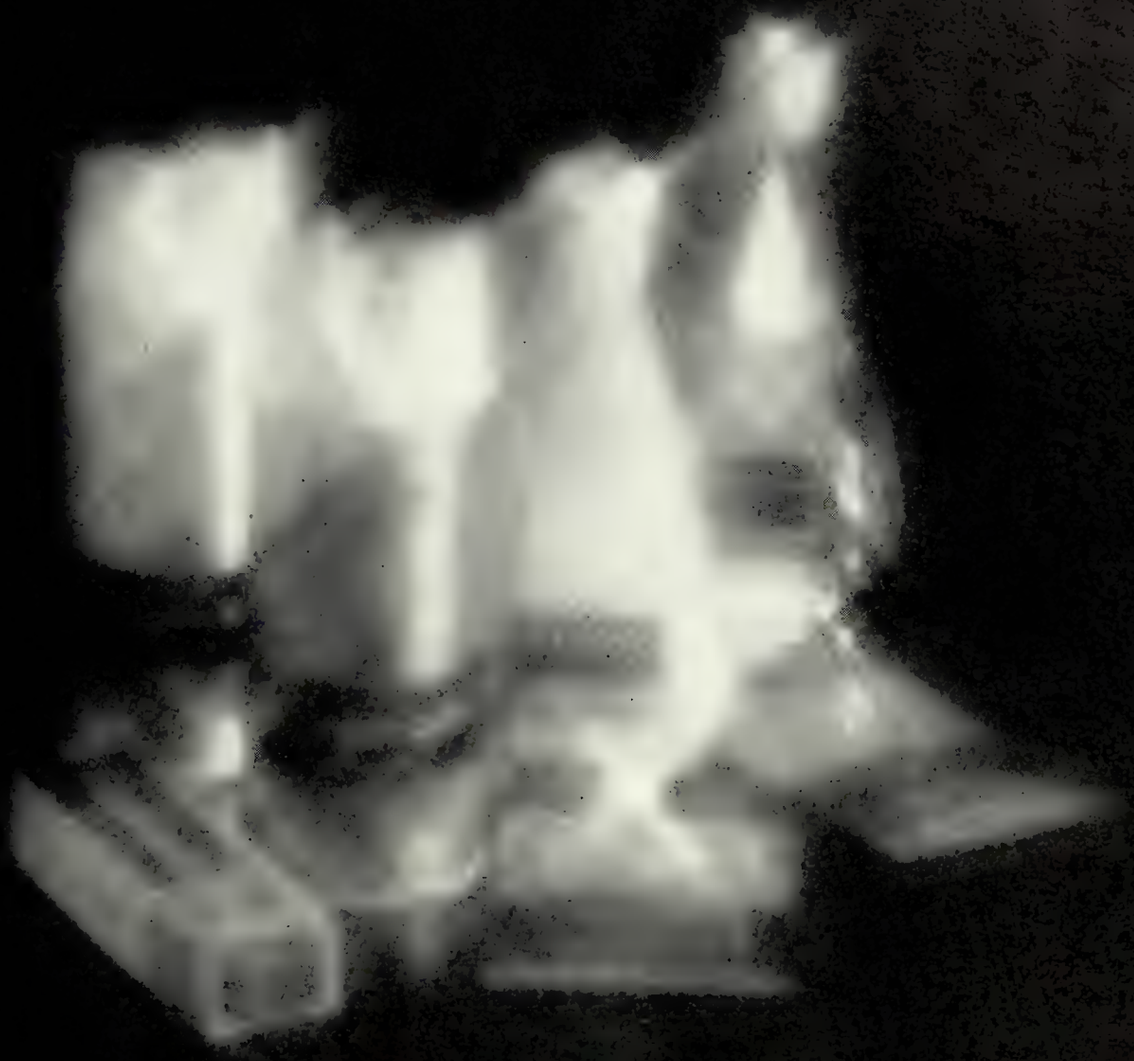
LONDON OFFICE:
6-10 GREAT PORTLAND ST., LONDON, W.1.
TEL: LANgham 1071/2

DISTRIBUTORS FOR EIRE.
REXALL DRUG CO., DAVITT ROAD, DUBLIN 12.
TEL: DUBLIN 56628/9
GRAMS: REXALL, DUBLIN.

Yalcs

LENTON PRODUCTS LTD. Grove Road Lenton Nottingham.

Chemist and Druggist Supplement Mar. 19 1966



Clearly...

...the best-backed, best-tested newcomers ever in the hair beauty market.

Read about the trusted name on these new products ... the success story of Vitapointe Hair Dressing and Conditioner ... the market tests that have proved these new products are winners ...

...before offer ends April 9th

You benefit and so do your customers if you send in your bonus order for 'Marzine' right away. For you—good supplies of 'Marzine' on best terms in time to satisfy increased holiday demands. For them—the 'Marzine' they need to give freedom from travel sickness.

'Marzine' makes news

More people than ever will be seeing a new, stronger 'Marzine' advertising campaign. This will help you build bigger than ever sales of 'Marzine'—the leading travel sickness remedy.

'Marzine' TRADE MARK

3/- per tube of 10 tablets

BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) LONDON

'MARZINE' BONUS OFFER CLOSES APRIL 9th 1966

3 dozen tubes
13 TO THE DOZEN

6 dozen tubes
14 TO THE DOZEN

1 gross or more
14 TO THE DOZEN—
plus deferred payment terms (one gross or more only)
—delivery now and pay in August

Orders for 5 dozen or more are carriage paid

slimming profits made easy!

Value in Pack & Price

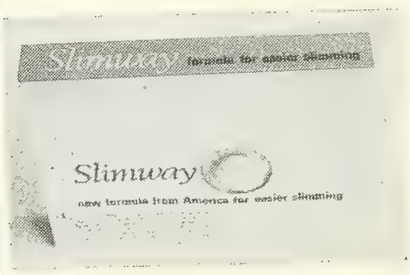
Attractive packs containing 48 tablets plus full dieting instructions retail at the highly competitive price of 7/6d.

Big Advertising Campaign

Now is the time when people are ready to slim for their summer holidays. Millions of them mainly women, will see *Slimway* advertisements in the DAILY MIRROR, DAILY EXPRESS, WOMAN and REVEILLE in April and May.

Make sure you can meet the demand

It's true. Dieting has to be made easy before people will stick to it. Now they can with Slimway. This new formula from America makes dieting easier than ever before. The secret is in the way it effectively removes the desire to over-eat and eases the strain of keeping to the diet.



Approved by Official Bodies

The medical advisers to the Advertising Association and The Newspaper Society have fully approved the product.

Order now for special Introductory Bonus!

Act now and qualify for special offer of 42 packs for the price of 36 (and multiples of 36). **Worth 45/- extra profit to you.** For 3 month introductory period only.

Send to: Thos. Christy & Co. Ltd. North Lane, Aldershot, Hants.

This is an order for.....doz. of Slimway tablets.

* 3 doz. qualifies for bonus and any quantity over 1 doz. sent Carriage Paid.

Signed .....

Name ..... (PLEASE PRINT)

Address .....

.....

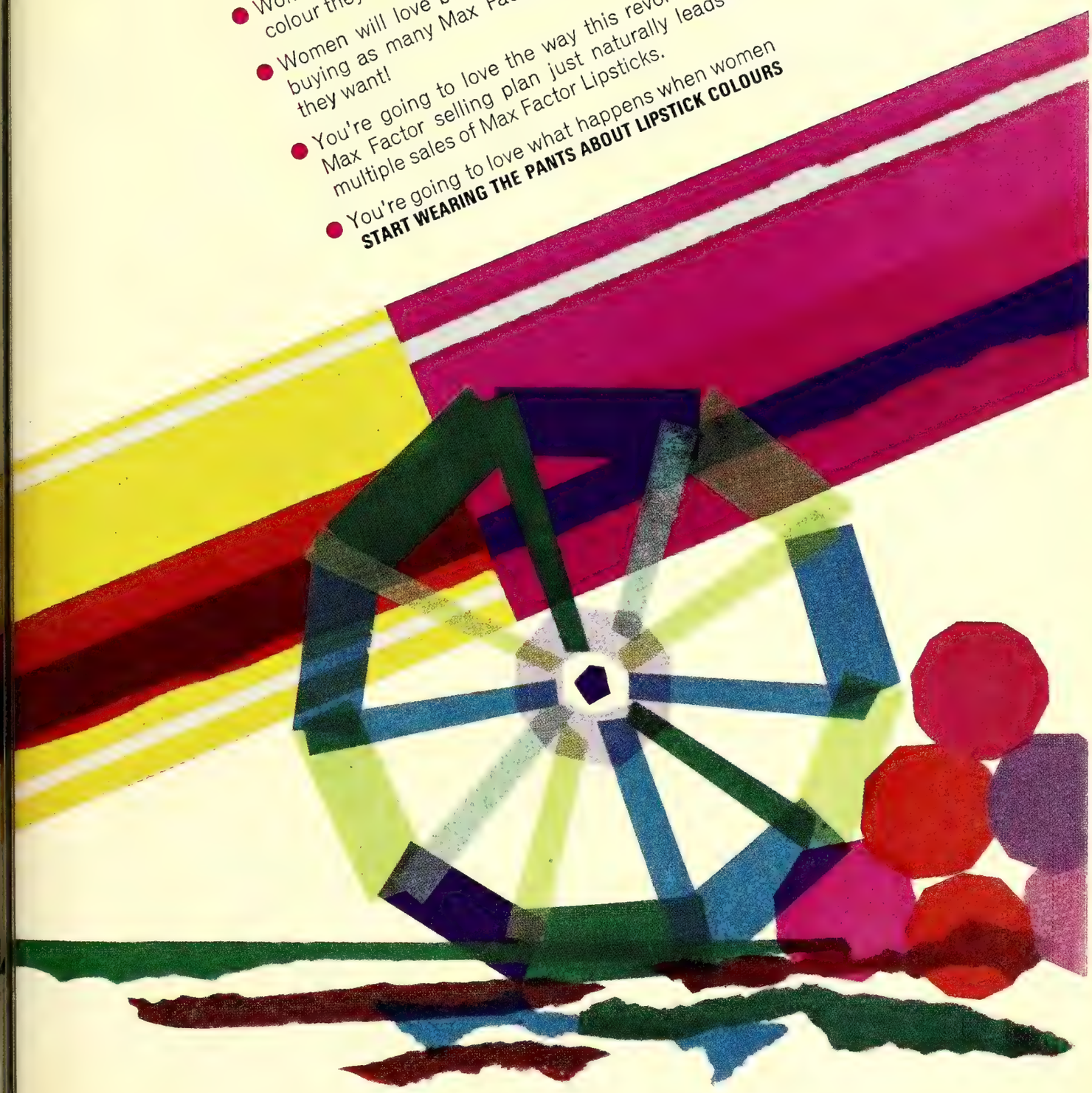
Slimway

Sole distributors: Thos. Christy & Co. Ltd., North Lane, Aldershot, Hants. Manufactured by Excello Laboratories Ltd.

MAX FACTOR

ROARS INTO ACTION TO MAKE THE BIGGEST NAME IN LIPSTICK EVEN BIGGER!

- Women will love not being *told* which lipstick colours to wear!
- Women will love being urged to demand any colour they like!
- Women will love being given good reasons for buying as many Max Factor lipstick colours as they want!
- You're going to love the way this revolutionary Max Factor selling plan just naturally leads to multiple sales of Max Factor Lipsticks.
- You're going to love what happens when women **START WEARING THE PANTS ABOUT LIPSTICK COLOURS**



EVOLUTIONARY ADVERTISING WILL HAVE EXPLOSIVE IMPACT!

slimming profits made easy!

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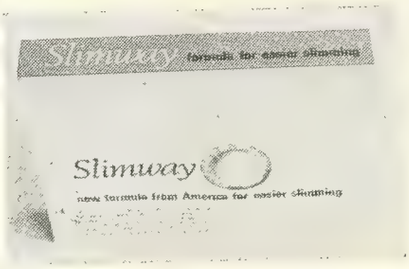

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- Women will love not being *told* which lipstick colours to wear!
- Women will love being urged to demand any colour they like!
- Women will love being given good reasons for buying as many Max Factor lipstick colours as they want!
- You're going to love the way this revolutionary Max Factor selling plan just naturally leads to multiple sales of Max Factor Lipsticks.
- You're going to love what happens when women **START WEARING THE PANTS ABOUT LIPSTICK COLOURS**

GET READY FOR ACTION!

(you know darned well how women just love to wear the pants)

DISPLAY THIS ATTRACTIVE COUNTER TESTER WITH . . .

SIX FABULOUS NEW COLOURS!

IT'S FREE! With special promotional assortment (containing six each of the six new colours).

Get the colourful showcard that links your shop with Max Factor's revolutionary lipstick advertising.

Get your order in now!
There's a reply paid order form overleaf.

REVOLUTIONARY ADVERTISING WILL HAVE EXPLOSIVE IMPACT!

YOU'LL HAVE TO REVOLUTIONISE YOUR THINKING WHEN IT COMES TO ORDERING MAX FACTOR LIPSTICKS

('Think of a number and double it' is our advice)

SPECIAL PROMOTIONAL ASSORTMENT COMPRISES:

LIPSTICK @ 5/6	6 x Tint of Pink 6 x Petal Satin	6 x Crushed Coral 6 x Capistrano Pink
LIP FROSTING @ 5/6	6 x Cool Gold	6 x Cinnamon Frost

TOTAL 36 ITEMS

COMPLETE WITH COUNTER TESTER & WINDOW SHOWCARD

(2) FOLD HERE

POSTAGE WILL BE PAID BY LICENSEE

NO POSTAGE STAMP NECESSARY IF POSTED IN GREAT BRITAIN OR NORTHERN IRELAND

(1) FOLD DOWNWARDS ALONG THIS LINE

Business Reply Service
Licence No. WD 1663

Max Factor (Hollywood & London Sales) Ltd.
16 Old Bond Street
London W1

(3) FOLD HERE AND TUCK IN

Please Send [ ] Assortments of NEW LIP COLOURS

In addition send:

LIPSTICK @ 5/6				LIP FROSTING @ 5/6	
Tint of Pink		Crushed Coral		Cool Gold	
Petal Satin		Capistrano Pink		Cinnamon Frost	

NAME

ADDRESS

CUT ALONG DOTTED LINE

ROUGHOUT APRIL, MAY AND JUNE

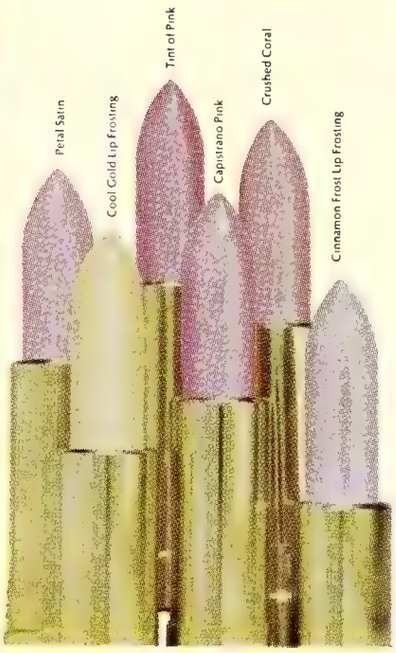
Vanity Fair/Fabulous/Jackie/Petticoat/Annabel/Everywoman/Hers/Honey/Rave/She/Showtime

and leave the rest to MAX FACTOR

They're **your** lips after all! So, why let **anyone** tell you what lipstick colours you should wear. Max Factor gives you every lovely colour you could possibly demand—lets **you** pick and choose! It depends on your mood. What you're wearing. Where you're going. Then **you** decide which of your Max Factor lipstick colours deserves a special airing. Right?

Every colour in its own golden case
5/6 each

AND NEW COLOURS ALL THE TIME...



and for your fingers all the lovely colours you demand

MAX FACTOR NAIL POLISH

GUARANTEE If you are not completely satisfied with the quality and performance of these products simply return the unused portions to Max Factor 16 Old Bond Street London W1 for full refund

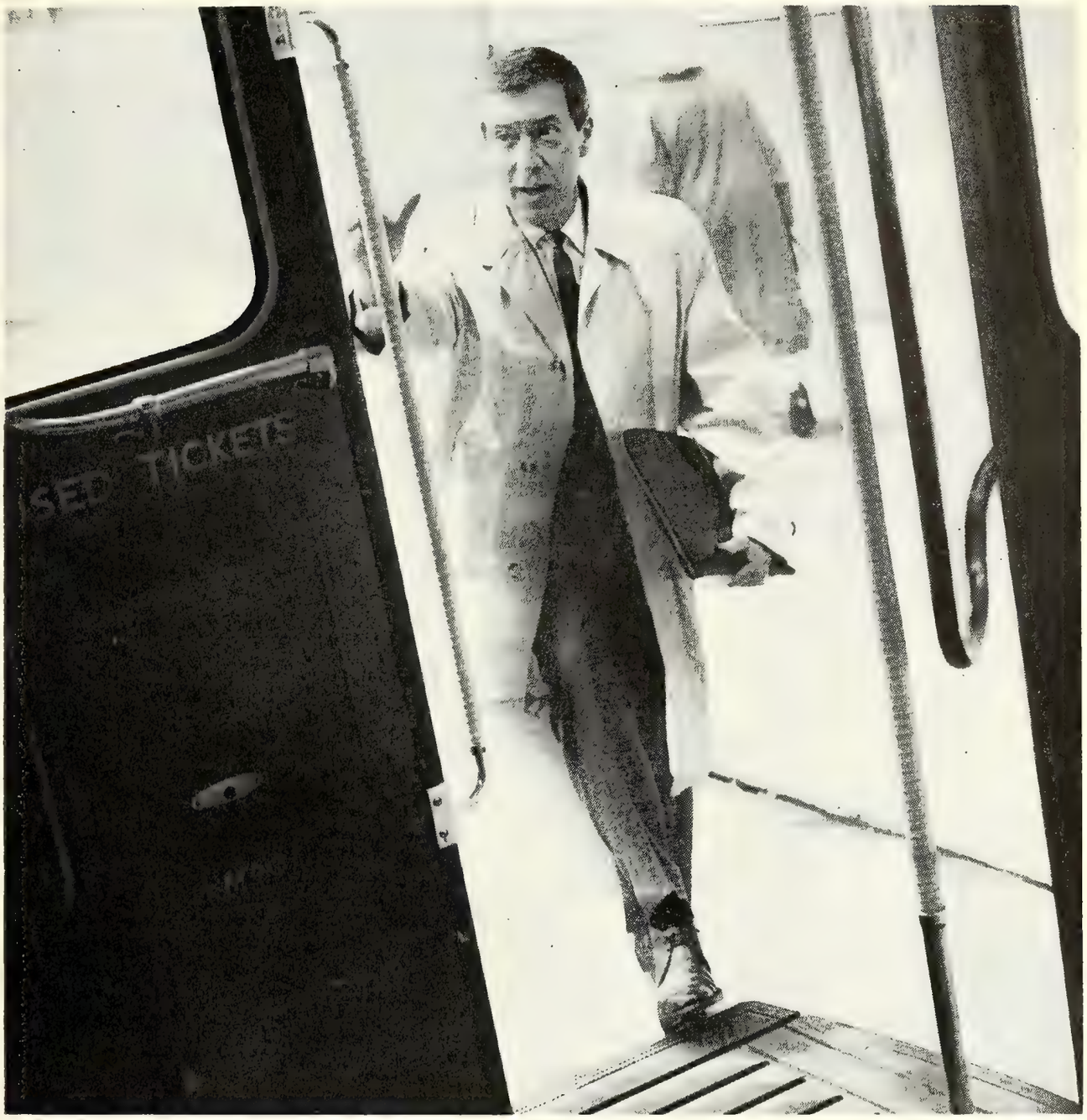
Layla, the superb Italian Nail Enamel, is now freely available in Great Britain. Made to a special formula it safeguards nails against splitting and will not chip. Available in a magnificent range of colours and advertised in full colour in Vogue, Nova, Woman's Mirror and Petticoat, it is bound to arouse great interest. Beautiful display material will encourage impulse purchase. Make sure you have adequate stocks to meet demand.

LAYLA
ITALIAN NAIL ENAMEL

For further details contact:

Continental Cosmetics Ltd., 1-7 Boundary Row, London, S.E.1. WATerloo 6955

1866 1966 100th ANNIVERSARY BETTER MEDICINES FOR A BETTER WORLD



Speed the return to normal activity

METATONE* improves both outlook and appetite. It helps to promote a full recovery after influenza and other debilitating illnesses. Containing Vitamin B1, and strychnine with mineral glycerophosphates, it is also acceptable to older children.
In bottles of 8, 16 and 80 fluid ounces.

METATONE

*Trade mark

PARKE-DAVIS HOUNSLOW · LONDON · TELEPHONE: HOUNSLOW 2361

O-1258

from a chemist's viewpoint...

Extensive sampling through Clinics and Child Welfare centres is creating good counter sales of this "Chemist only" line. Build on this increasing demand and boost your profits.
It will pay you to show Drapolene in these packs of 6 tubes.

CALMIC

Calmic Limited, Crewe, Cheshire.
Tel: 3251 (7 lines)

Stratton combs

Combs to suit everyone, attractively and conveniently displayed in these compact and stylish dispensers.

Each comb individually packed in transparent pocket case and clearly priced for the convenience of you and your customers.

Contact your wholesaler now for full details of these top selling lines.

DISPENSER No. 800
SIX DOZ. ASSORTED TWIN TONE COMBS
81/11 excluding P.T.
Total resale value: 143/3

DISPENSER No. 803
FOUR DOZEN ASSORTED BLACK COMBS
46/3 excluding P.T.,
Total resale value: 81/-

DISPENSER No. 802
FOUR DOZ. ASSORTED TWIN TONE COMBS
53/3 excluding P.T.,
Total resale value: 93/-

Attractive full colour leaflet available on request.

Designed and manufactured by

LAUGHTON

LAUGHTON & SONS LIMITED, WARSTOCK ROAD, BIRMINGHAM 14

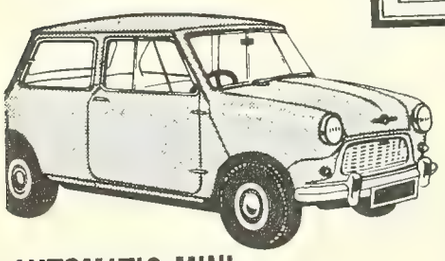
YOU CAN WIN

PLAYING

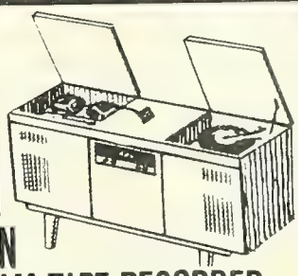
Dealer BINGO!©

JACKPOT PRIZES

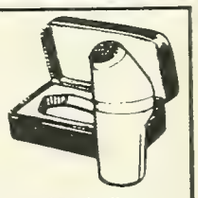
1st AUTOMATIC MINI

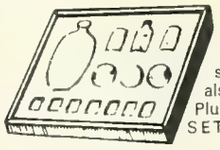


2nd FERGUSON RADIOGRAM TAPE RECORDER



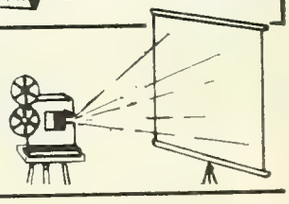
Over 250 MILWARD Cordless Electric Shavers worth over £6 each





Over 250 Ladies presentation Cosmetic Sets also worth over £6 each. Plus—500 BOX BINGO SETS for the children.

3rd HOME MOVIE KIT 8mm CAMERA/PROJECTOR SCREEN & STAND



Remember play Dealer Bingo with either

OR

OR

HERE'S HOW TO WIN!!

Simply collect a Bingo Card leaflet with every case of 'Dealer Bingo' Radox or Lifeguard or Dip you buy.
Complete a bingo card following the simple instructions on the leaflet.
To qualify for a prize, post your completed entry to:—
Dealer Bingo Promotions© — H. D. Gordon Advertising Ltd., 24 St. George's Road, Wimbledon, London, S.W.19.

TODAY'S BEST ENTRIES

Harvey Harris, Kingsley Pharmacy Ltd., 40 Kingsley Road, Liverpool 8.

D. L. Coleman, The Pharmacy, High Street, Stalham, Norwich.

J. Levy, 290 Brixton Road, London, S.W.9.

A. R. Miller, 108 Bromham Road, Bedford.

C. Graham (Chemist Ltd.), Churchill Way, Bishopbriggs.

M. Lewis, Beach Pharmacy, Beach Street, Deal, Kent.

The foregoing entries, together with many others, now go forward to the final judging.

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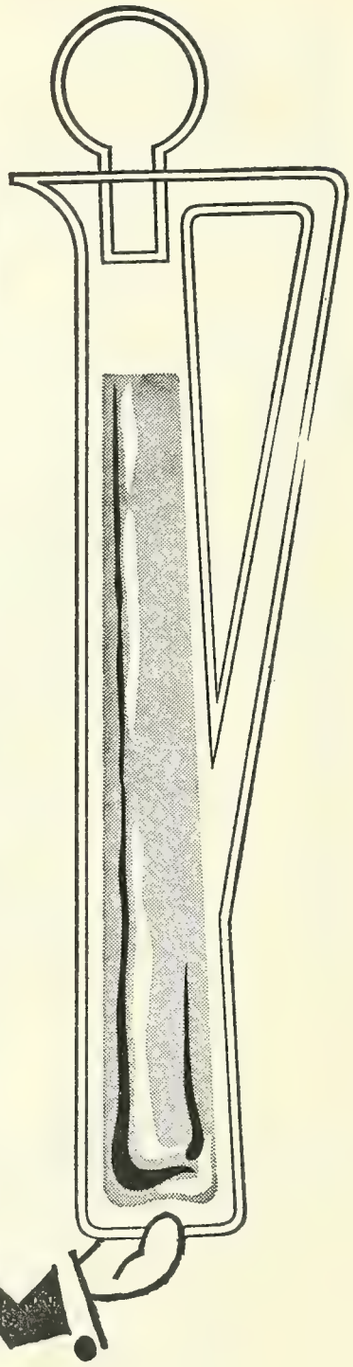

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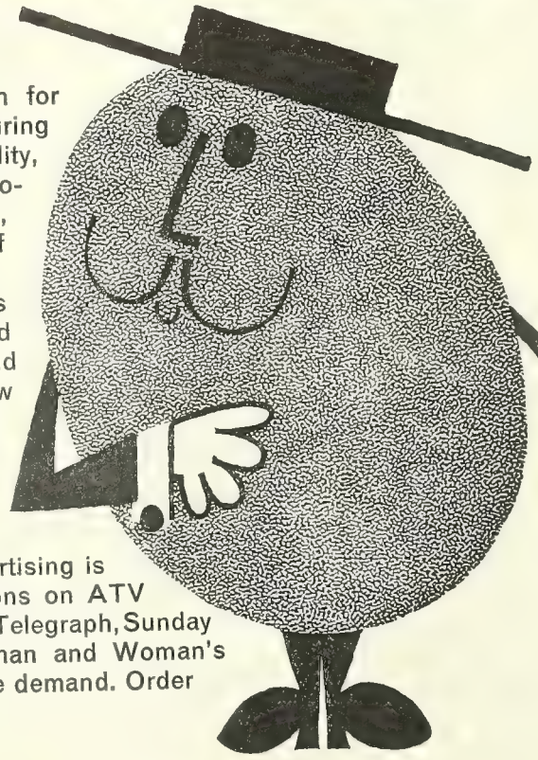

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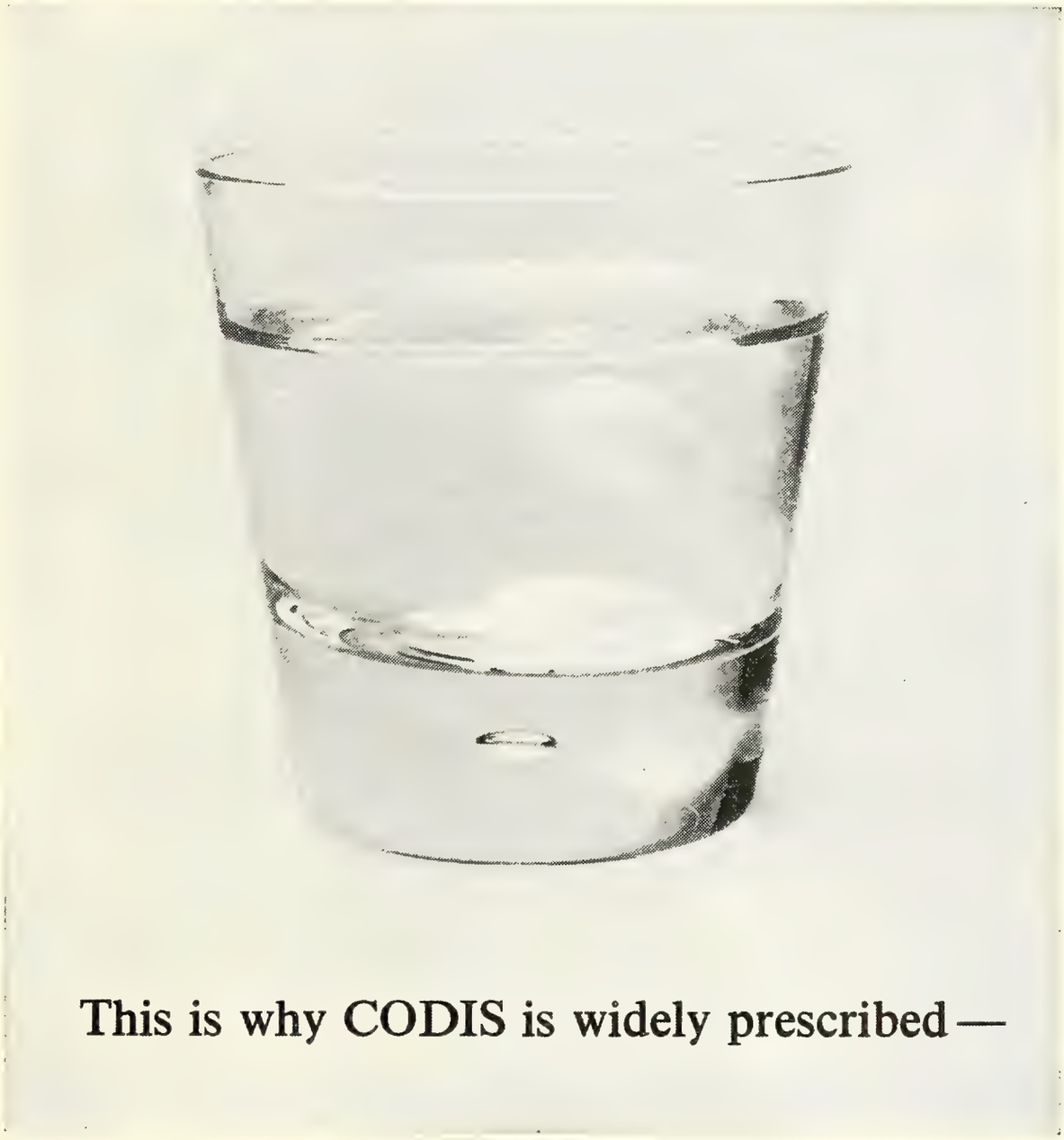

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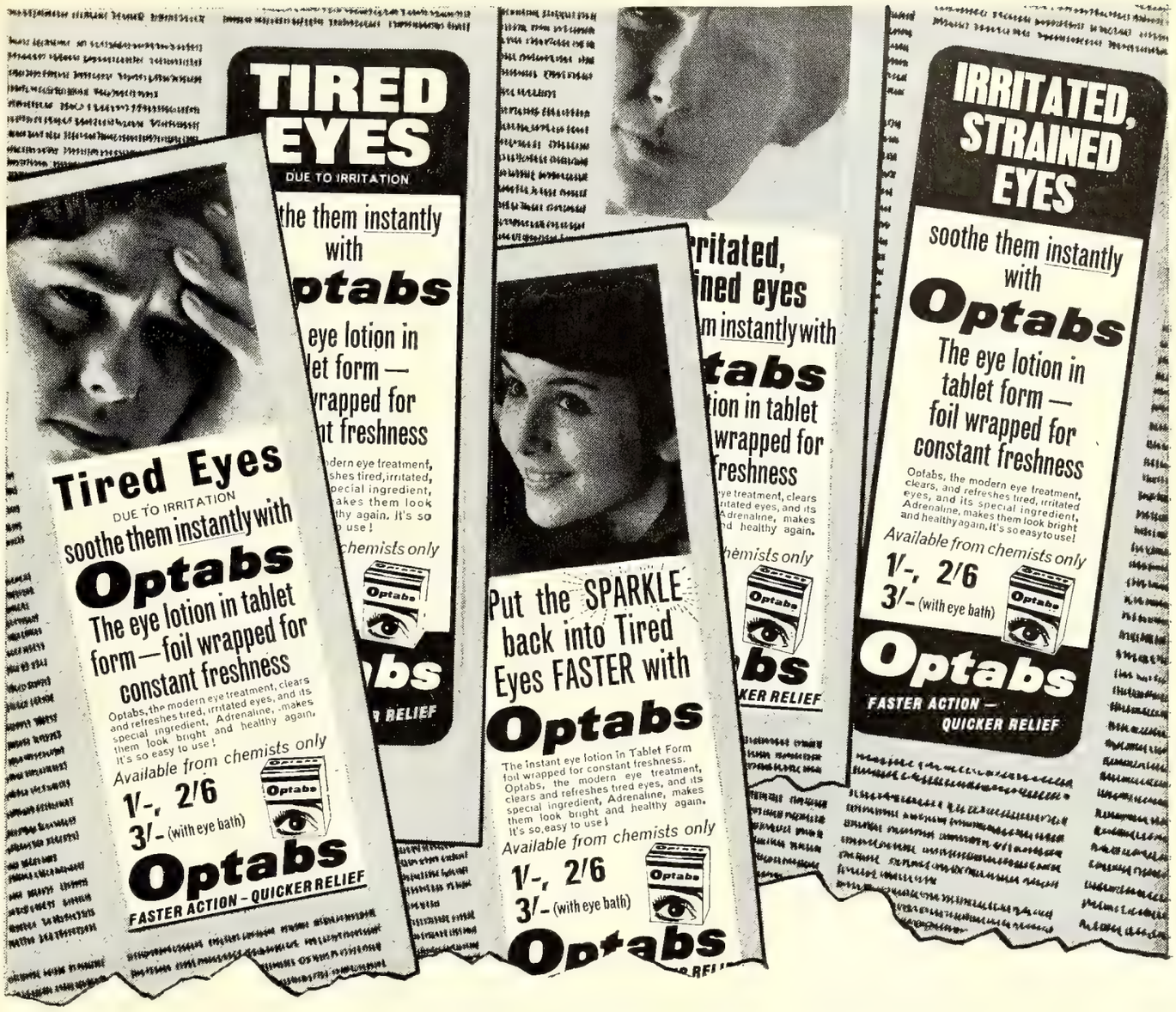

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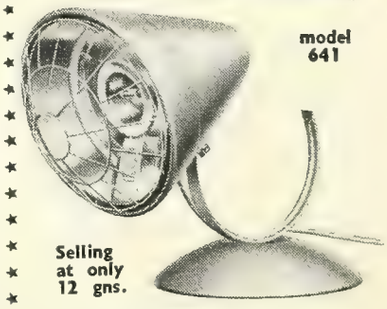

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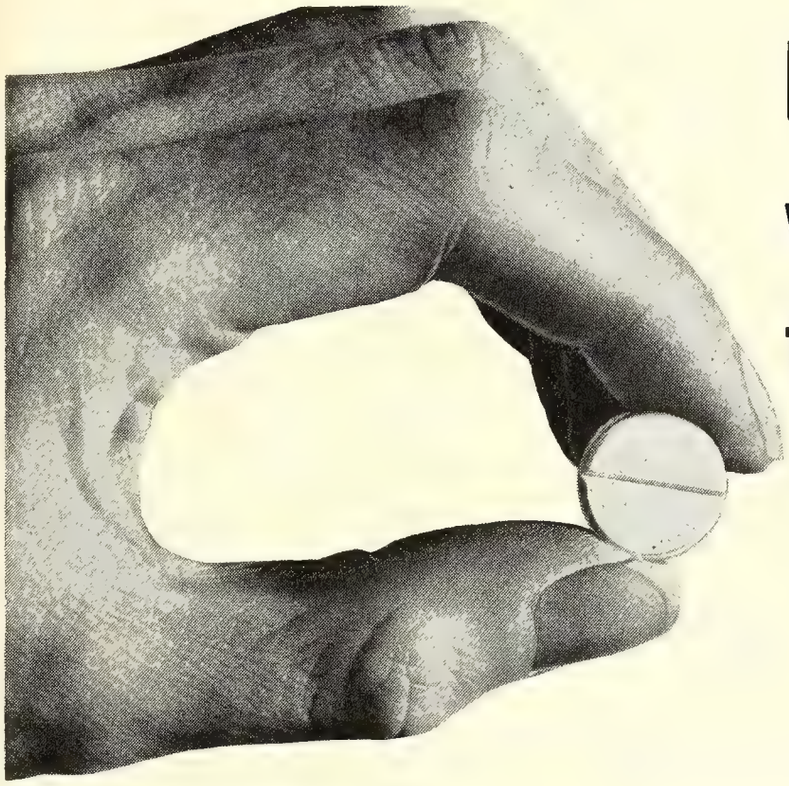

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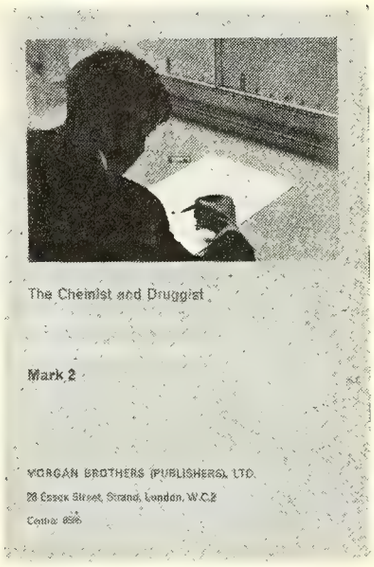

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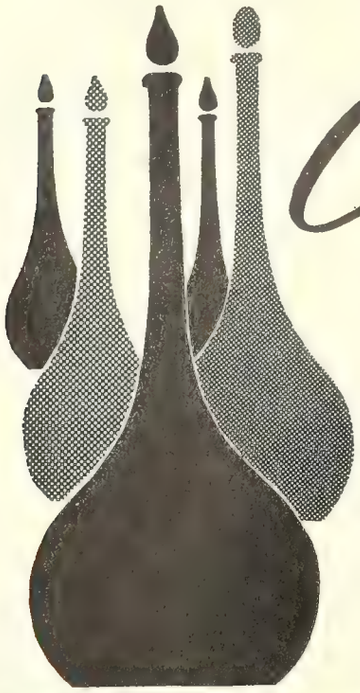

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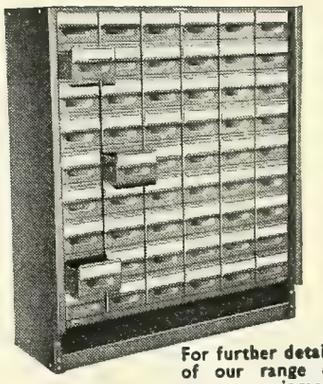

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for relief duties during summer holiday period at four hospitals within the Group. Accommodation available if required. Apply to Chief Pharmacist, Bethnal Green Hospital, Cambridge Heath Road, London, E.2 (Telephone: ADVance 3413). C 767

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Basic Grade Pharmacist required. Post vacant 1st April, 1966. Salary £955 rising to maximum of £1,200 per annum.

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required immediately to fill vacancy within establishment.

Locum Pharmacist

required from April 25—May 14 during annual leave of staff Pharmacist.

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required for established post. Accommodation in a Nurses' Home may be available if required.

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required for the Out-patient Department of the above Hospital. This is a congenial post for a person who enjoys dealing with patients and medical and nursing staff and who wishes to keep abreast of the latest developments in drug treatment. Salary on the scale: £1,040 + £40 to £1,160 + £45 to £1,295 plus London Weighting and Higher Qualification allowance. Evening Clinic weekly for which a payment of £2 8s. 9d. is made. Applications to the Chief Pharmacist. C 6852

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Applications invited for post of Pharmacist for group Pharmaceutical Department which is shortly moving into new accommodation. Whitley Council Salary Scale and conditions of service. London Weighting. Applications giving details of experience, etc., with names of two referees should be sent to the Group Pharmacist at above address. C 6883

Appointments—Continued

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Locum Chief Pharmacist — Central London required at St. Paul's Hospital, Endell Street, W.C.2, for approximately six weeks commencing 28th March. Single handed. Whitley Council salary and conditions of service. Apply to: Assistant Secretary, St. Paul's Hospital, Endell Street, W.C.2. TEM. 9611. C 6888

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St. Clement's Hospital, Bow Road, E.3. In sole charge, part-time or full-time for this Psychiatric Hospital of 123 beds with out-patients' department and Day Hospital.

Applications to respective Hospital Secretaries. C 6877

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Whitley Council scale (£28 7s. per week). Apply House Governor, London Chest Hospital, Victoria Park, E.2, immediately. C 6870

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C 1722

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1. *Brit.med.J.*, 1965, **i**, 817.
2. *J.Amer.med.Ass.*, 1963, **184**, 673.

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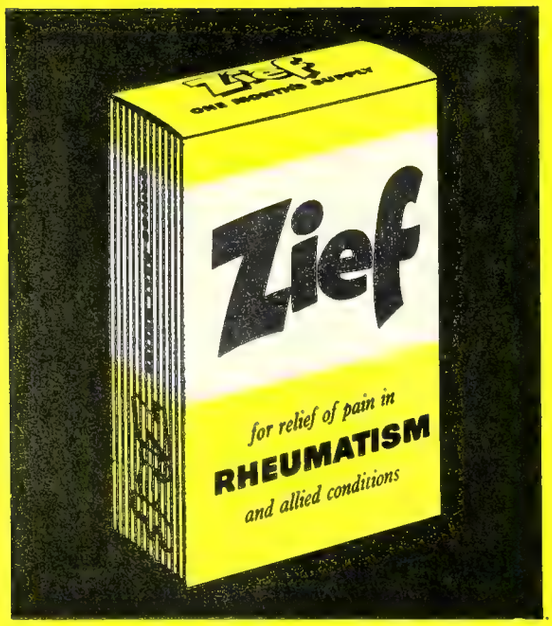

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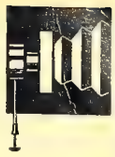

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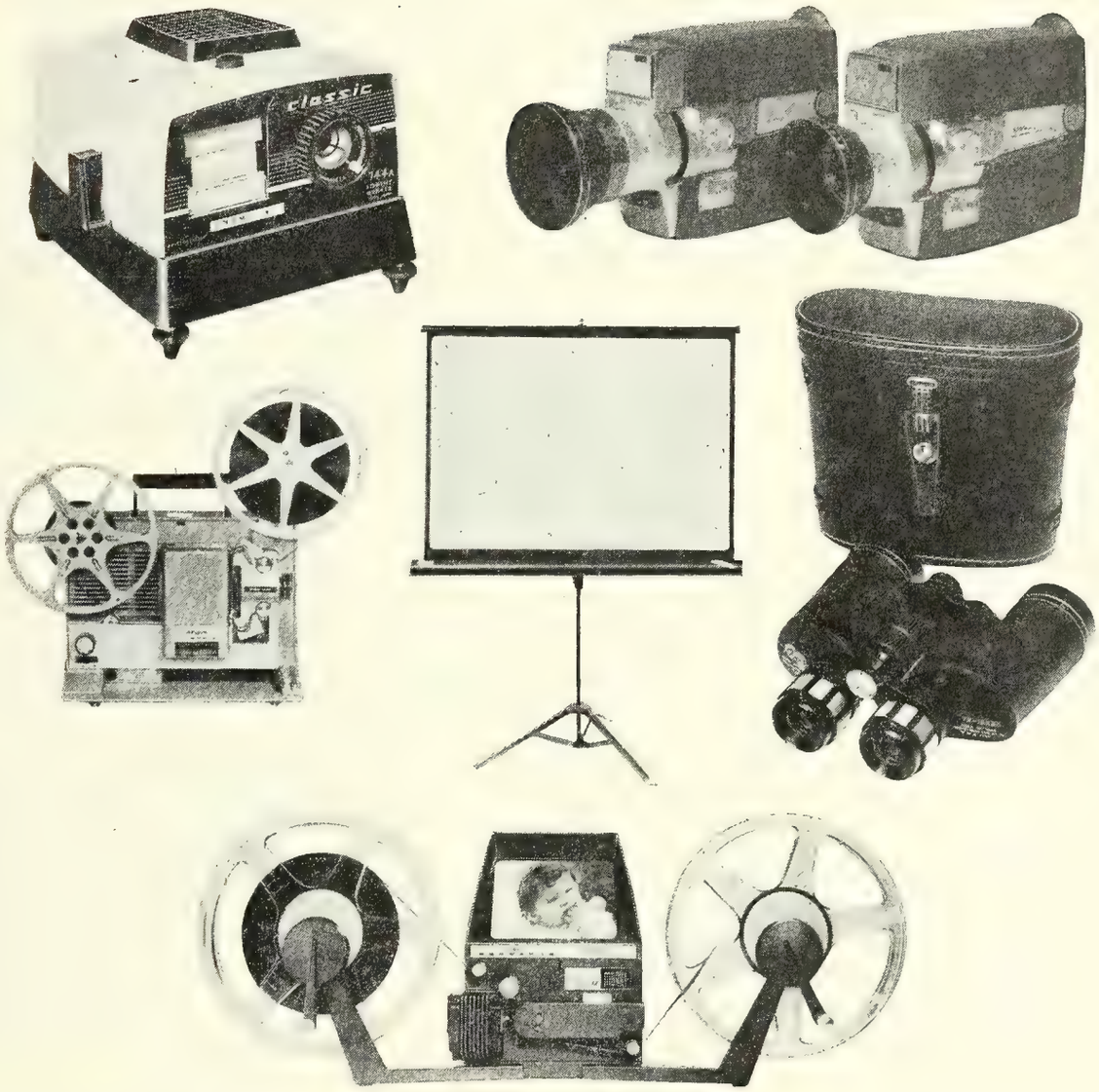

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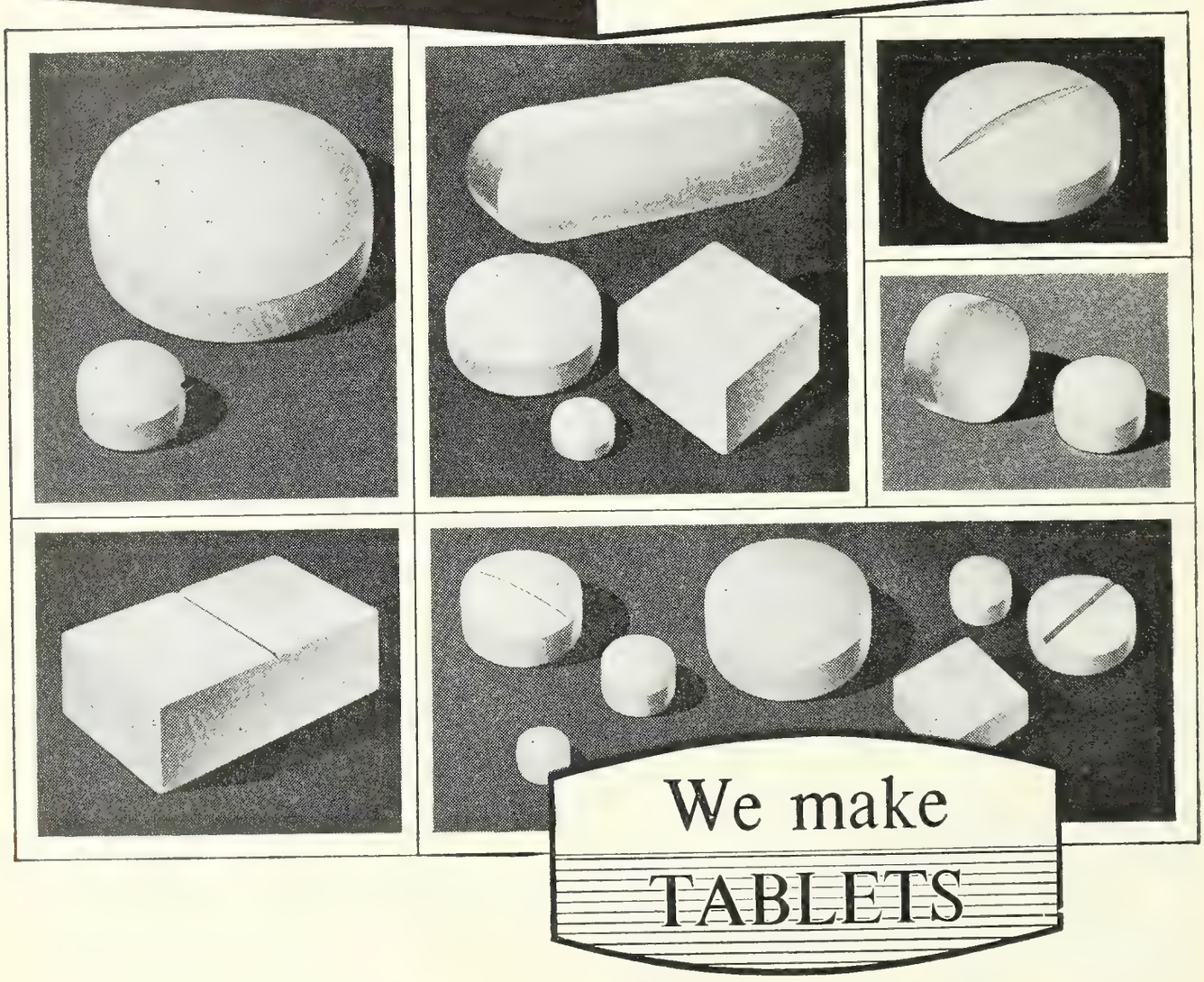

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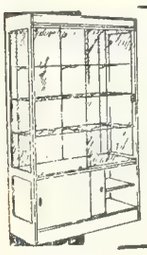

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INDEX TO ADVERTISERS

Agfa/Rapid/Universal 5, 6, 7, 8
Albion Soap Co., Ltd. 10
Alcan (U.K.), Ltd. 42, 43
Allen, Stafford, & Sons, Ltd. 15
Arnott & Co. (Leeds), Ltd. 50
Arrow Tabs, Ltd. 26
Atlas Lighting, Ltd. 17, 19, 21, 23
Ayrton, Saunders & Co., Ltd. 48

Beecham Food & Drink Division 9, 11, 12, 13
Beecham Research Laboratories ..... Interleaved Edit., 35
Beecham Toiletry Division 3
Blackwood, James, & Co., Ltd. 22
British Chemotheutic Products, Ltd. 40
Burrough, James, Ltd. 4
Burroughs Wellcome & Co. ..... Price List Sup., page 1

C. & D. Tablet Chart 51
Carter Bros. 4
Commercial Drug & Chemical Co., Ltd. 49
Co-operative Wholesale Society, Ltd. 22
Corre, A., & Son, Ltd. 16
Counterpoint Equipment, Ltd. 45
Cox, A. H., & Co., Ltd. 10
Cripps & Brown, Ltd. 44

Dorling, H. B., Ltd. 1

Elsinore Textiles Products, Ltd. (Binki) 48
Eucryl, Ltd. 38, 39
Eustace & Partners, Ltd. 26
Evans, Gadd & Co., Ltd. 24

Fencolor Laboratories, Ltd. 22

Glen of Alexandria 49
Goddard, J. G., & Co., Ltd. 44
Greenhill & Ellis (Optical), Ltd. 49
Guest, Thos., & Co., Ltd. ..... Cover iv

Haagman Colour Laboratories, Ltd. Interleaved Edit., 31
Heron, John, Ltd. 10

Johnson & Johnson (G.B.), Ltd. 50
Johnson Processing Laboratories, Ltd. 54

Keldon, Ltd. ..... Inset
Kodak, Ltd. 28

Laughton & Sons, Ltd. ..... Interleaved Edit., 30
Lederle Laboratories, Ltd. 54
Litesome Sportswear, Ltd. 46
Luminos, Ltd. 14
Lyall Smith Laboratories, Ltd. 47

Marshall Smith, E. (Bournemouth), Ltd. 50
Maund & Berg, Ltd. 4
Maws Pharmacy Supplies, Ltd. ..... Interleaved Edit., 36
May & Baker, Ltd. ..... Cover ii
Merck Sharp & Dohme, Ltd. 41
Mysore Trade Agents 44

Newnes, George, Ltd. 25

Parke, Davis & Co. ..... Interleaved Edit., 29
Photographic Services (Manchester), Ltd. 44
Photo Laboratories (London), Ltd. 20
Photopia International, Ltd. 27
Polaroid (U.K.), Ltd. ..... Interleaved Edit., 32, 33
Pollard, E., & Co., Ltd. 20
Pyser-Britex (Sales), Ltd. 47

Raywarp Textiles, Ltd. ..... Cover iii

Salesmaster Shopfittings, Ltd. 37
Searle, G. D., & Co., Ltd. ..... Front Cover
Silber, J. J., Ltd. 18

Thompson & Capper, Ltd. 2

Vanguard Instruments, Ltd. 24

Wainwright, A. & E., Ltd. 50

Zeal, G. H., Ltd. 46

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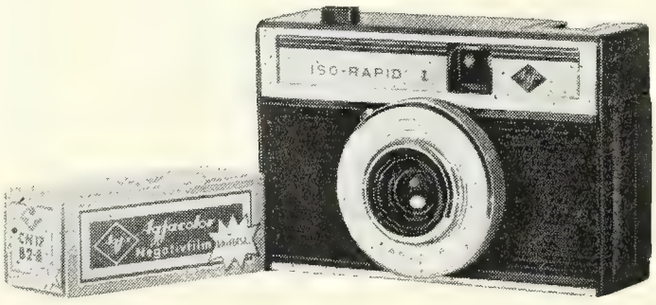

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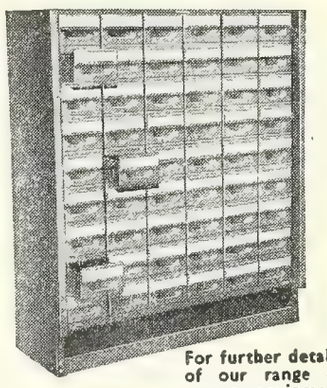

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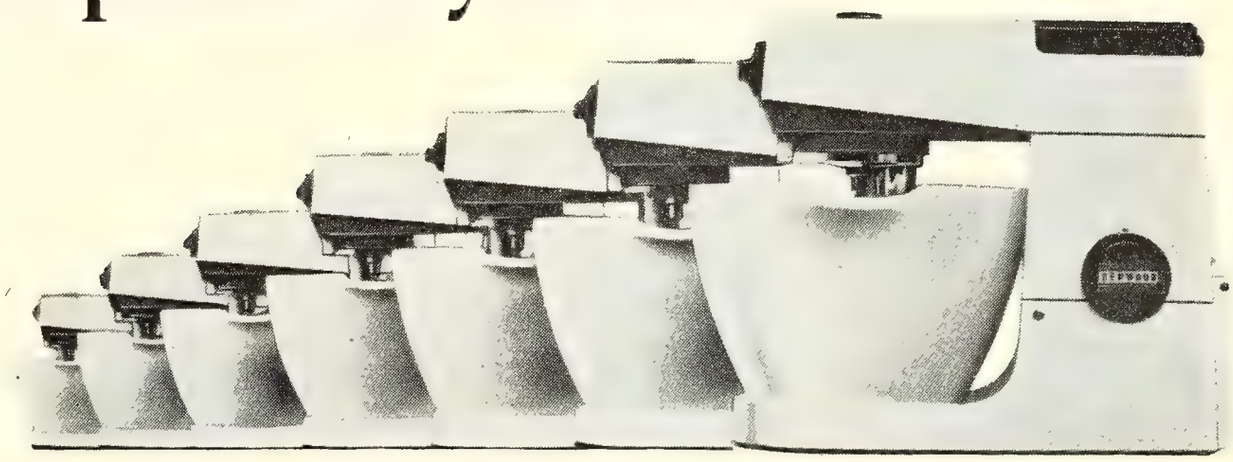

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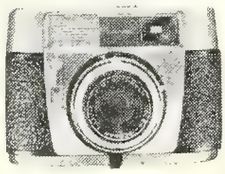

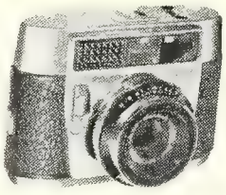

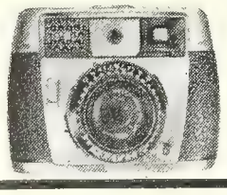

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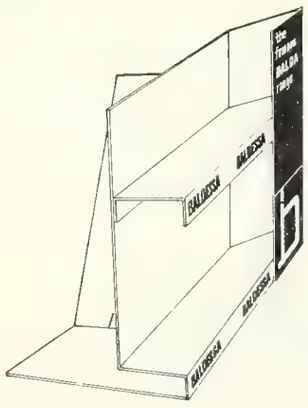

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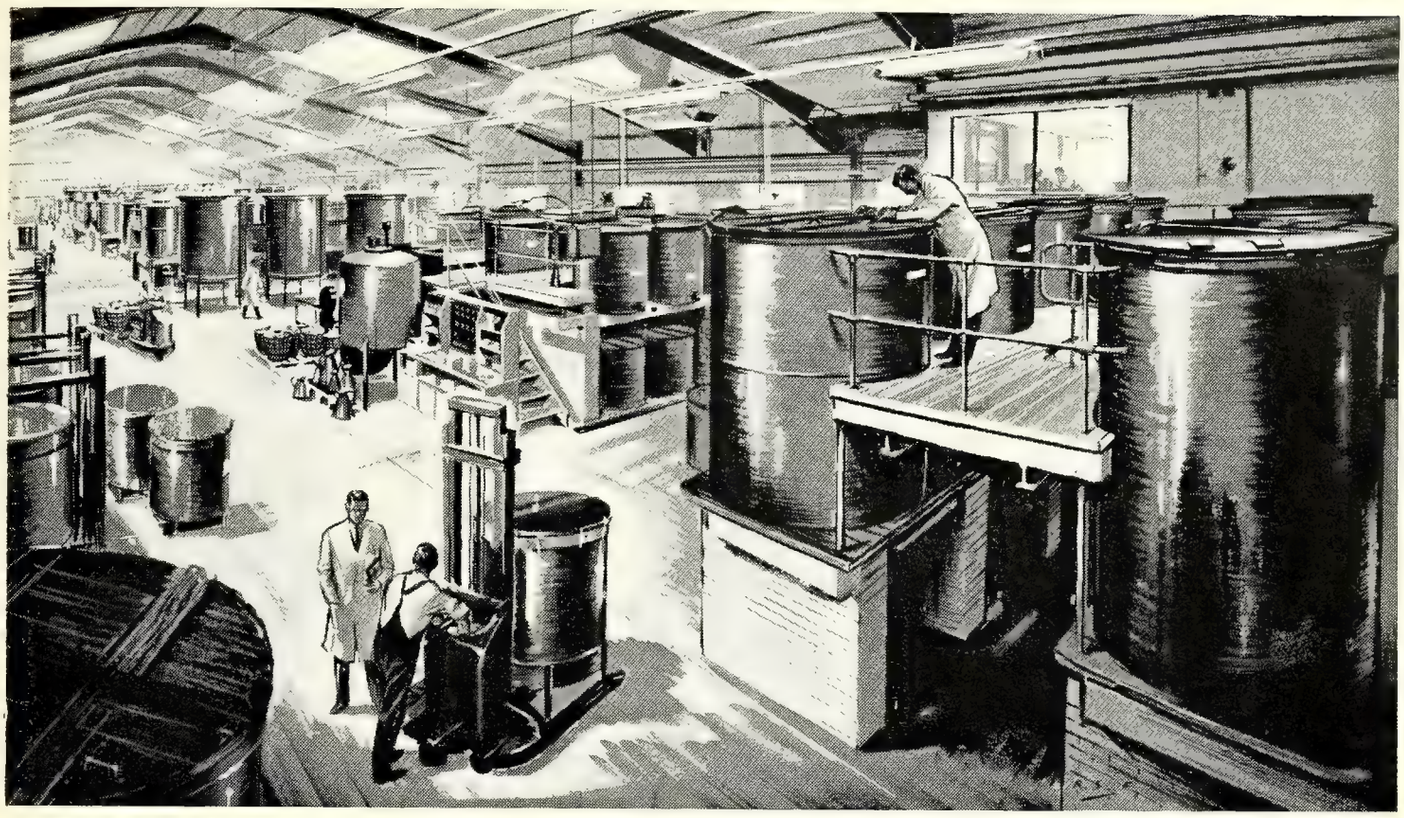

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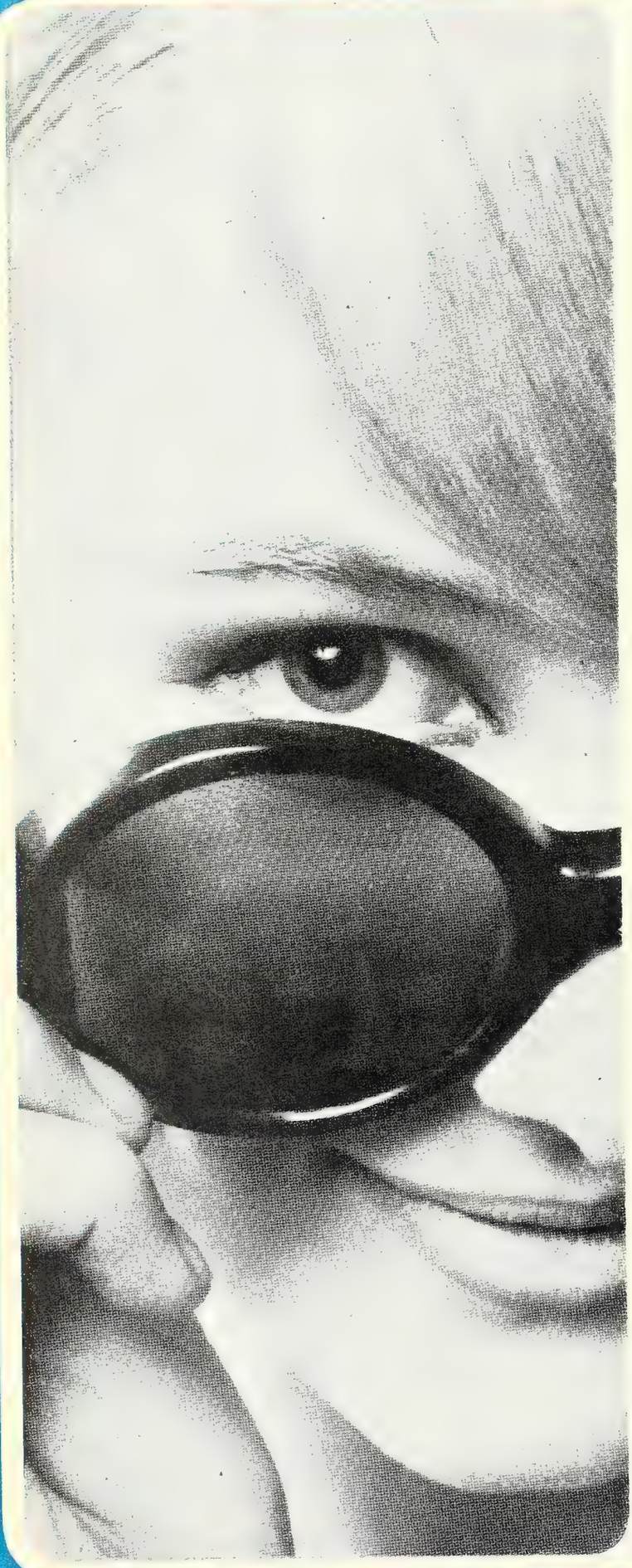

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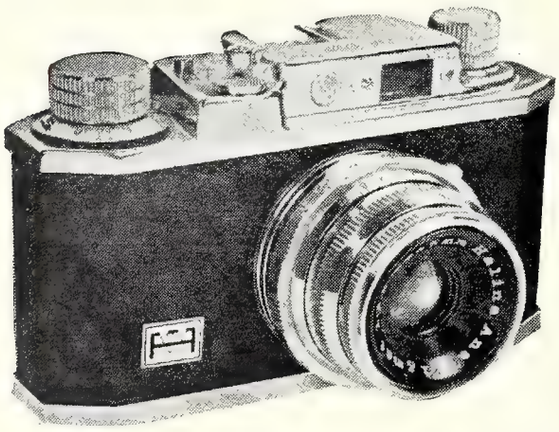
Halina CAMERAS



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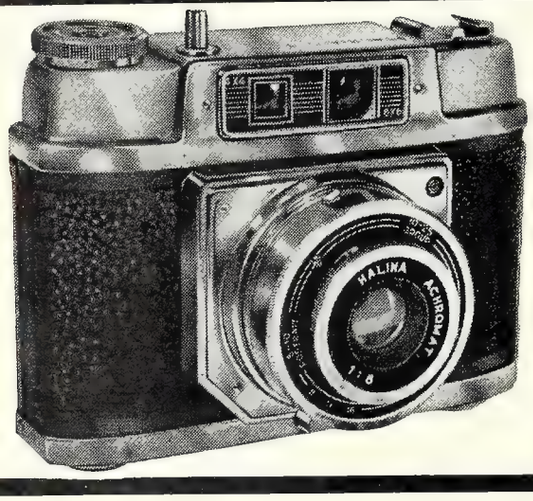

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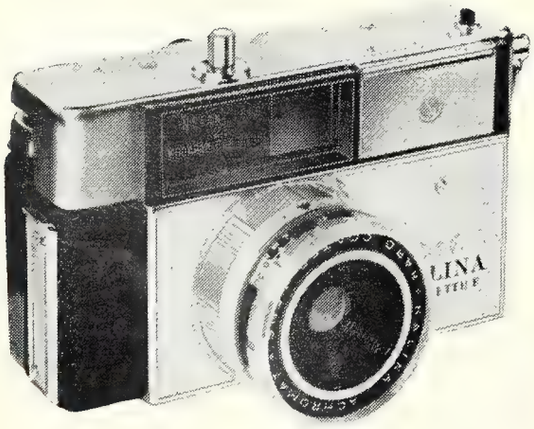

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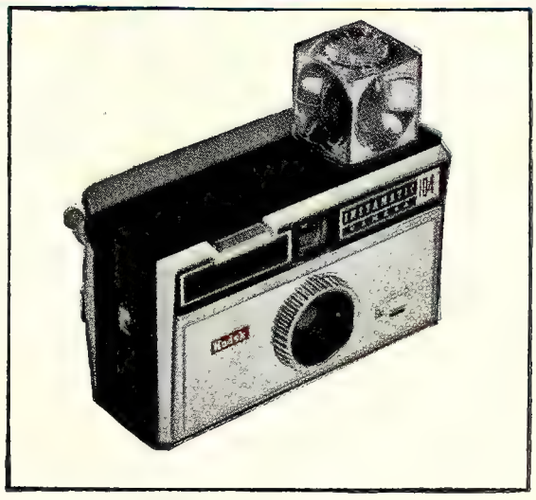

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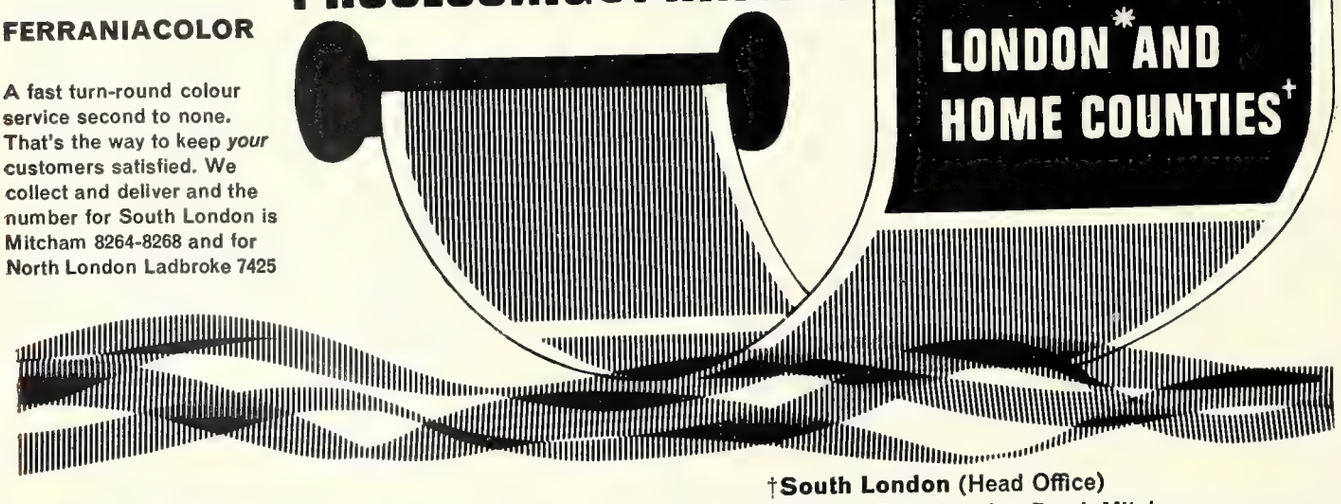

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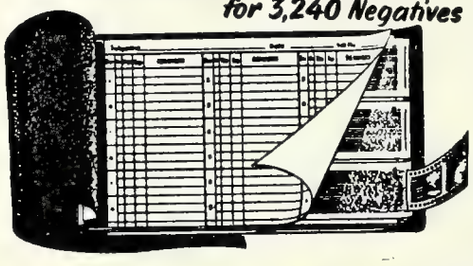

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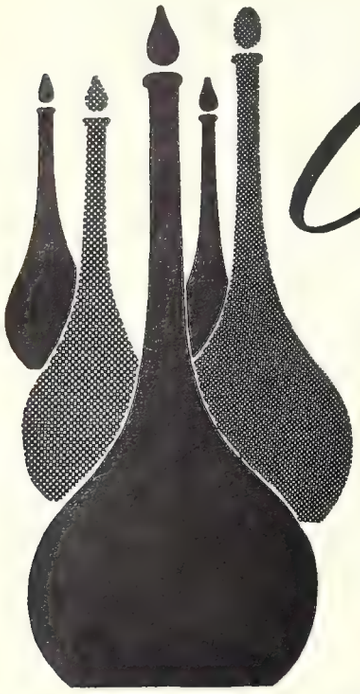

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Clairol Loving Care
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Innoxa Jewelfast Lipsticks (twice)
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Polycolor
Roja: Belle Color
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Color-match
Colorama (twice)
Cutipen
Delph Cleansing Milk (three times)
Diamond Voss Nail Strengthener
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Lemon Delph Freshener
Nailoid
Oil of Ulay (three times)
Proteinail
Quickies Face Pads (twice)
Helena Rubinstein Bio-Clear
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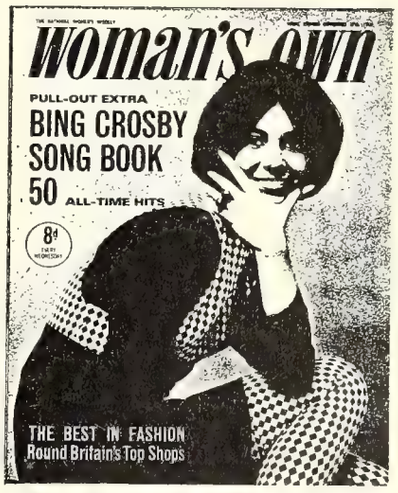
**Indicates a double-page advertisement.*

This is the twenty-ninth Merchandising Bulletin for chemists. If you would like further copies of this bulletin, or would like to receive them regularly by mail, please write to the Merchandising Manager, Woman's Own Advertisement Department, Tower House, Southampton Street, London WC2 Temple Bar 4363

what women see in *woman's own* they trust–and buy!



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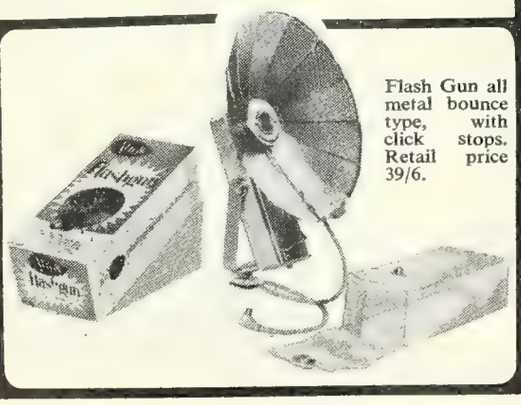
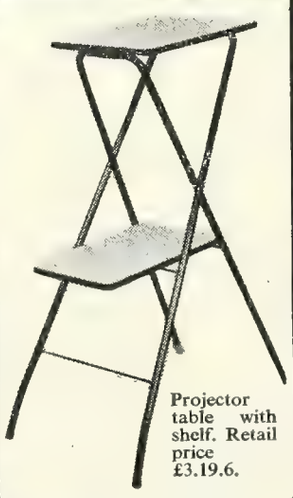
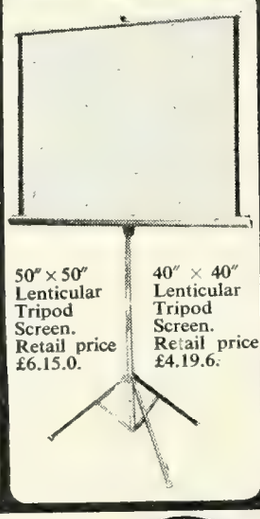


Flash Gun all metal bounce type, with click stops. Retail price 39/6.



Projector table with shelf. Retail price £3.19.6.



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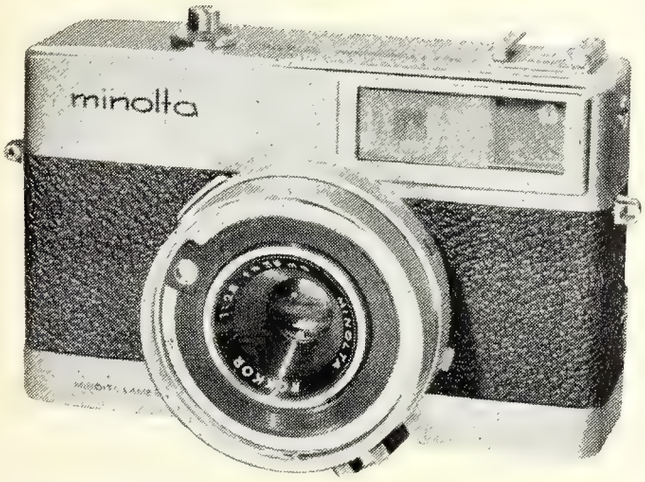

The Minolta Autopak 700 offers the advantage of Kodapak cartridge loading and much more besides. Set to *fully automatic* the programmed shutter selects the right aperture/shutter combination, for focus-and-shoot simplicity. A CdS electric eye in lens mount gives accurate measurement, automatic filter compensation. Viewfinder shows signal warning against over/under exposure. On *semi-automatic*, the user just selects shutter speed, reads off EV figure in viewfinder scale and sets aperture accordingly.

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Write for full information on Autopak 700
Dept. JM63, Japanese Cameras Ltd.,
50 Piccadilly, Tunstall, Stoke-on-Trent.

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London Showroom: 21 Noel St., Wardour St. ,W.1.

THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 March 26, 1966 No. 4493

CONTENTS

A Pharmacist's Anthology 299
Correspondence 298
Drug Share Movements 300
Drug Testing 292
Leading Articles:
Seeds of Progress 299
New Opportunities in Photography ... 299
New Products and Packs 297
Onward from Galen 300
Royal Society 295
Topical Reflections 293
Up for Election 295

"PHOTO '66"
Photographic Accessories, 296. *Processing and Services*, 296. *Built-in Exposure Meters*, 301. *Selling Cine*, Advertisement page 34. *A Mini-sized Cine Camera*, 305. *Changing the Focal Length of a Lens*, 306. *Colour Photo Finishing and You*, 312. *Transistorised Shutters*, 314. *New Flash Guns*, 315. *Flashcubes*, 316. *Eire D. & P. Expansion*, 316. *A New Multiflash Camera*, 317. *Cameras and Cases*, 317. *Flash Guns and Fittings*, 318. *Cine Facilities*, 318.

Business Changes 294
Coming Events 321
Commercial Television ... 322
Company News 294
Contemporary Themes ... 321
Deaths 295
Irish News 293
Legal Reports 294
New Companies 322
News in Brief 293
Patents 321
Personalities 295
Prescribers' Press 322
Trade Marks 321
Trade Notes 297
Trade Report 319

Index to Advertisers, p. 4. Classified Advertisements, p. 56.

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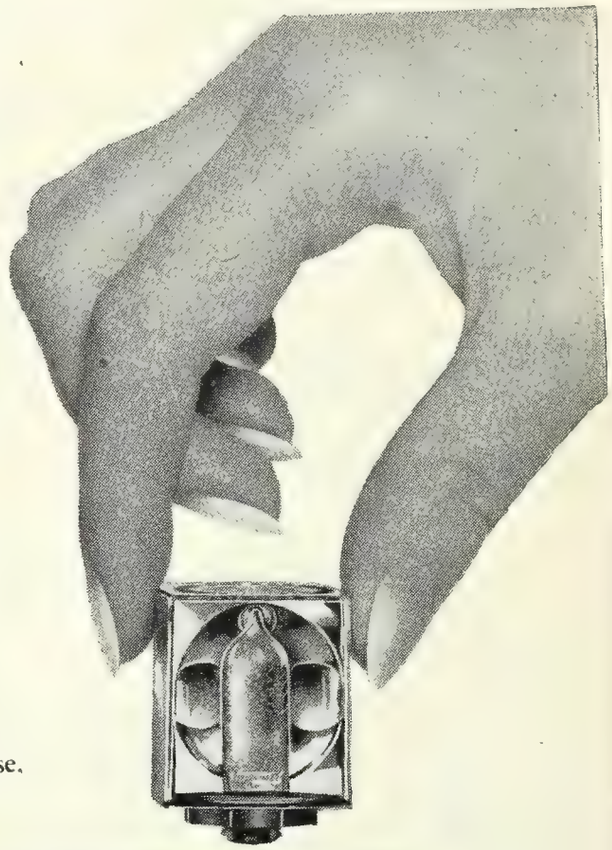
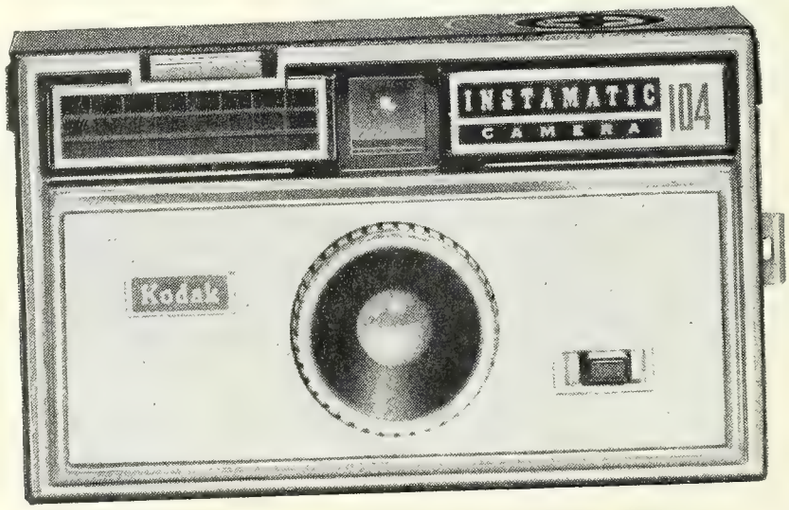
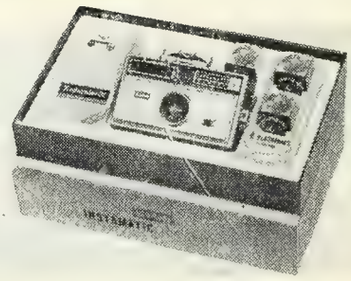


The big news in 'Instamatic' cameras is . . . flashcube!
This revolutionary invention is a jewel-like cube with four full-power bulbs sealed inside. Pop a flashcube on to one of the newest 'Instamatic' cameras and take four flash pictures (in almost as many seconds, if you like) without changing bulbs. After each shot the flashcube turns, automatically to present a fresh bulb to the subject. When you've taken your fourth shot, simply lift off the flashcube (it's barely warm) and pop on another. The shutter shifts to flash speed *automatically* as the flashcube goes on!
There'll be tremendous demand for this one—stimulated, of course, by big national advertising. Be sure to place your orders *now*.





Instamatic 104 Outfit Contains—'Instamatic' 104 camera, 'Kodacolor-X' film, 3 flashcubes, batteries. **£6.12.5.** *Available from late March.*

Also available, from early May

Instamatic 204 Outfit Containing—'Instamatic' 204 camera, 'Kodacolor-X' film, 3 flashcubes, batteries, case. **£11.9.3**

Instamatic 304 Camera—All the famous 'Instamatic' 300 features—plus socket for flashcube. **£15.9.0**

★ Atlas flashcubes are available from Kodak branches everywhere, and from your usual wholesalers.

TRUST Kodak TO MAKE A GOOD THING BETTER!

1866 1966 100th ANNIVERSARY BETTER MEDICINES FOR A BETTER WORLD

Speed the return to normal activity

METATONE* improves both outlook and appetite. It helps to promote a full recovery after influenza and other debilitating illnesses. Containing Vitamin B1, and strychnine with mineral glycerophosphates, it is also acceptable to older children.
In bottles of 8, 16 and 80 fluid ounces.

METATONE

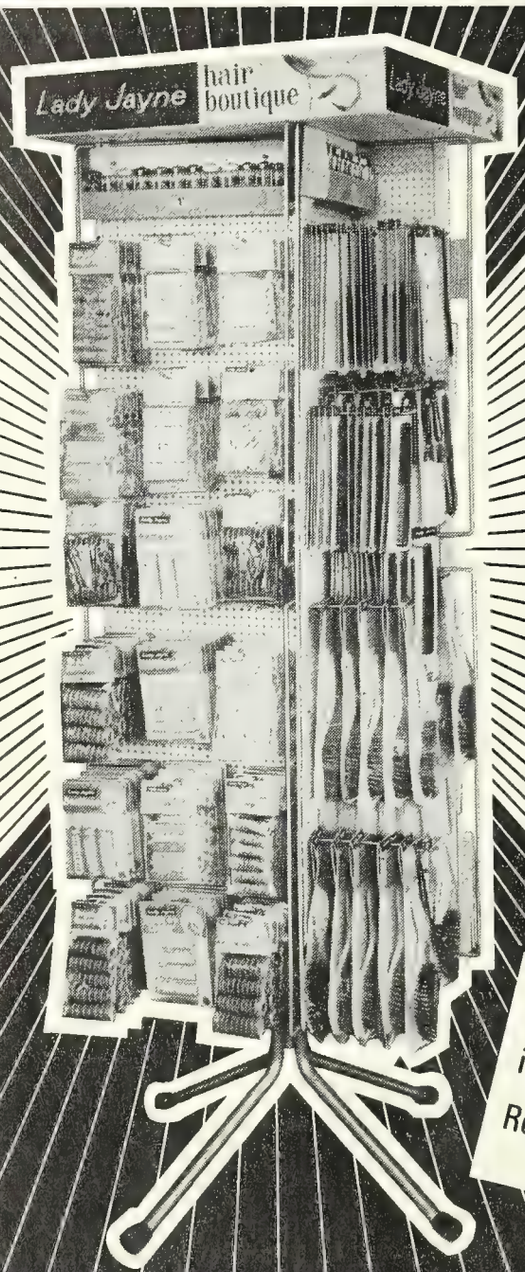
*Trade mark

PARKE-DAVIS HOUNSLOW · LONDON · TELEPHONE: HOUNSLOW 2361

O-1258

Lady Jayne

THE NEW 21 STAND



IMPACT FROM ONLY 2 SQ.FT!

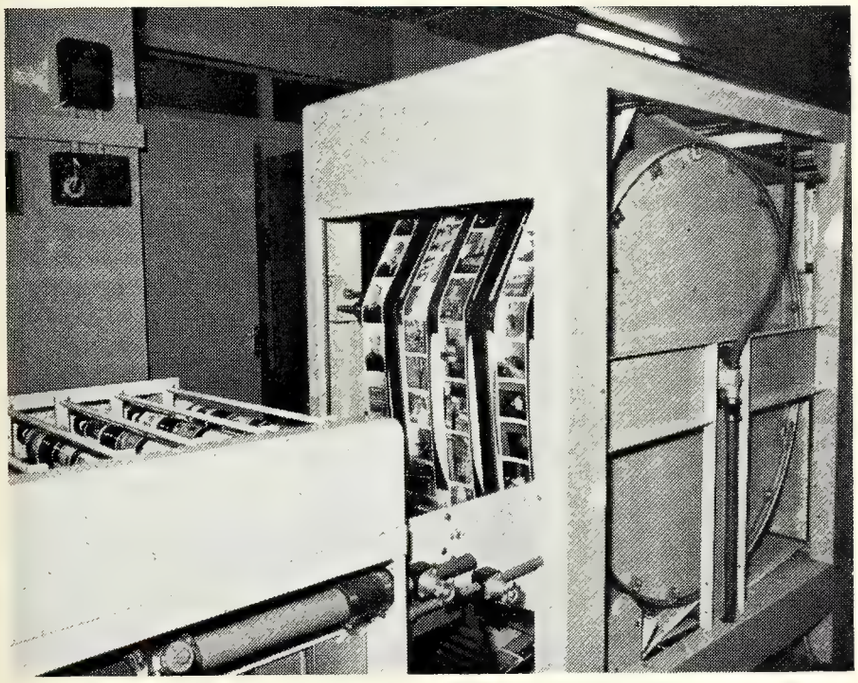
Cost to Retailer incl. P.T. £37.19.0
Retail Price £53.17.0

38 PROVEN LINES on one striking display occupying only 2 sq. ft. of floor space. Brushes, rollers, combs, grips, curlers of Lady Jayne quality in attractive packs for eye-catching self-service.
Contact your wholesaler for leaflet giving full details NOW.

LAUGHTON LAUGHTON & SONS LTD, WARSTOCK RD., BIRMINGHAM 14

PHOTO-LABORATORY WORK AT ITS FINEST

Illustrating only one of the great machines installed in our laboratory for processing and printing colour films



Production rate of this massive COLOUR PRINT PROCESSING MACHINE

2400 3½″ x 3½″ prints per hour

we make colour prints from negatives and colour prints from transparencies and transparencies from negatives and if you post this coupon we will tell you all about our services for

AGFACOLOR · KODACOLOR EKTACHROME

Send this enquiry to:

HAAGMAN COLOUR LABORATORIES LTD.

71-77 ENDELL ST.,
LONDON, W.C.2

Telephone :
Temple Bar 2161

Please send me full details of your

COLOUR PROCESSING and PRINTING

Name .....

Address .....

.....

Just post this coupon and see what real service means!

Buy a couple of dozen Polaroid Sunglasses and we'll help you sell them.

Buy five dozen and we'll help you like crazy.

The more Polaroid sunglasses you buy, the more point-of-sale stuff we can afford to give you.

And five dozen will get you the works.

For your window, you get our brainiest piece. The glare demonstrator. It proves Polaroid sunglasses wipe out glare. We also give you colourful window streamers and a sticker to beckon people in.

For inside your shop there's our rotary display. It holds 30 pairs and lets people pick and choose for as long as they like.

We've also thought of the people with prescription glasses. Our Clip-on showcard and leaflets are addressed specifically to them.

And if people still get to your counter without noticing us, we've got something waiting for them there. Unit displays you can put right under their noses.

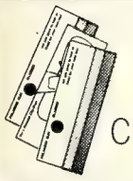
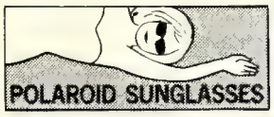
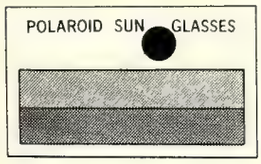
And to round out the picture, we reach people where you can't. With our advertising.

This year we're doing 40% more. Our ads will be bigger and our television coverage will be doubled. (Nobody else advertises sunglasses on TV at all.)

Considering we sell sunglasses that can practically sell themselves, we certainly don't take any chances.

"POLAROID" REGISTERED TRADE MARK OF POLAROID CORP., CAMBRIDGE, MASS., U.S.A.

The stuff we give you to sell them with.

	When you order 2 dozen	When you order 4 dozen	When you order 5 dozen
Rotating stand			1
are monstrator		1	1
Unit display	2	2	3
Clip-on showcard	1	1	1
 Clip-on leaflet	50	100	100
indow anner 	1	1	2
indow ticker 	1	1	1

At the same time the holding and timing circuits were initiated. The holding circuit, controlled by a transistor, energised an electromagnet which held back the shorter (capping) blade, while the timing circuit, consisting of mercury cell and cadmium sulphide photocell, charged a capacitor. The time taken to charge the capacitor was governed by the strength of the light reaching the photocell. When the capacitor became charged to a certain level it affected a transistor in such a way that it deprived the holding circuit transistor of its conductivity, the electromagnet was de-energised, releasing the capping blade which, under spring propulsion, flew across to cover the lens opening and terminate the exposure, which might range from about 1/1,000 sec. to several seconds. The sequence of events was sufficiently rapid to respond to the burst of light from a flashbulb.

More recently cameras with diaphragm shutters controlled electronically have begun to appear. In these the leaves are opened by one electromagnet and closed by another, the interval between the two operations being decided by the film speed for which the controls are set and the strength of the prevailing light. In these cameras the shutter release is exceptionally light, since it is merely a switch. An extra circuit switches in a warning light, seen in the finder, if the lighting conditions are inadequate.

These electronic shutters should not be confused with the new electronic Compur and Prontor shutters that are now reaching the market. The new shutters, intended for professional cameras, do not include any metering circuit. The electronics merely replace the mechanical escapement, which controls exposure intervals, which have to be decided in the usual way.

Selling Cine

SIMPLICITY SHOULD BE THE KEYNOTE

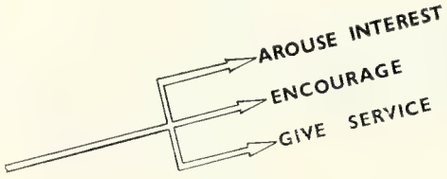
STANLEY W. BOWLER, F.R.P.S., F.R.S.A.

A MONTH or so ago a friend of the writer went into a dealer's shop to inquire about cine equipment. The assistant collected up a handful of leaflets and booklets (something the inquirer could equally well have done for himself) and passed them over to the prospective customer with the suggestion that he should look through them and return when he had selected what he required. Result: our friend still has no cine equipment, (i) because it is too difficult for him to make a choice and (ii) because it looks far too difficult to make films.

Not only has that dealer lost the prospective sale of equipment—at the least a camera, projector and screen—but he has also lost the future sales of film and accessories. Worse still, there is now one more person convinced that cinematography is too difficult, and he is likely to spread his depressing theories far and wide. It had better be said here and now, quite categorically, that any dealer who expects to sell a £50 camera over the counter with no more effort than he puts into taking the money for a roll of film is doomed to serious disappointment.

How, then, should one approach this slightly more specialised business of handling cine equipment? First, it is suggested that the description "cine equipment" should be forgotten—it sounds too highly technical for a start. Most people are not and never intend to be amateur film makers. Relatively few want to emulate the professional cinema; all that they want to do is to record scenes of their holidays, sports activities and family. Before the 1939-45 war there was a successful magazine published called *Home Movies* and that title conveys precisely what we are really considering.

The most successful kind of sales promotion depends primarily upon simplicity for good results. In the photographic and cine fields cartridge loading of film is an excellent example. That facility, making the operation of loading a camera as easy as putting a record on a gramophone turntable, provides a sales influence of great power. Loading a camera, still or cine, with film is now much easier than threading up a conventional tape-recorder. How can the idea be further developed?



It might, for instance, be considered as a double three-pronged attack beginning with the fundamental requirement of *arousing interest* in home movie-making as an essential part of family life, leisure activities and holiday travel. Attractive window displays of apparatus and pictures—a little black box with a shiny tube sticking out of it and a price-tag near it won't sell itself—coupled with a counter display of literature that is rather more than a pile of odd leaflets, are the beginnings of the attack. The next stage is to *encourage* the customer to develop his initial interest by stimulating him with your own enthusiasm for using movie films . . . if you have no presentable films of your own to show then get at least one good example from elsewhere. There is no point whatever in using a professionally made, battered, old, poor-quality "library" film as a demonstration as was shown recently by one dealer to a customer contemplating the purchase of quite an expensive projector.

Lastly it is essential to *give service*. That means taking an interest yourself in your customer's activities. Having spent rather more on cine equipment than he would have done on a still camera he will expect at least some advice on getting the best out of it. His films will inevitably cost him more and, basing expected results on price, he will look forward to seeing on the screen something rather better than the average snapshot. If you feel that you have not the time to spend talking to such people, then it would

NEW FROM BEECHAM

PENBRITIN K.S.

Brings bacterial enteritis firmly under control

PENBRITIN K.S., a new product from Beecham Research Laboratories, combines all the advantages of broad spectrum antibiotic therapy with a soluble, well absorbed sulphonamide (sulphadimidine) that is effective against certain bacterial strains insensitive to ampicillin. This formulation, with Kaolin, provides a highly effective treatment that brings bacterial enteritis firmly under control by eliminating both the cause and symptoms of diarrhoea.

- The systemic action of Penbritin and sulphadimidine removes infection in the wall of the intestine – the most important site of infection.
- The unabsorbed Penbritin and sulphadimidine deal effectively with bacteria in the lumen of the gut.
- Kaolin adsorbs toxins, consolidates stools and exerts a demulcent action on inflamed mucosa.

PENBRITIN K.S. gives the broadest coverage against entero-pathogenic bacteria.

Each 20ml. dose contains Penbritin (ampicillin B.P.) 0.375g./Sulphadimidine B.P. 1.0g./Light Kaolin B.P. 5.0g.

Availability: 60ml. bottles with dosage measure provided. A bottle is sufficient for one course of treatment.

Penbritin K.S. is a product of
Beecham Research Laboratories
Brentford, England.

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How about an extra 20%
on a couple of winners in
the two year-old stakes.
It's the Great Spring Double
with an accumulator
thrown in. The odds are all in
your favour, just ask our
representative for
details of the Baby Powder
and Baby Pants Bonus.
You've just time to place
your bets and collect
your winnings
before the season starts!

Maws

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as the men who sell Smokers
all know
it's a line that keeps sales on the go
now the new year promotion
will speed up the motion
and you'll see how fast
profits can grow!

EUCRYL DID IT — gave smokers a product they needed, created new business for you!
EUCRYL DO IT AGAIN — stepping up promotion to make ALL smokers Eucryl-conscious — Eucryl buyers!

UNMISSABLE CAMPAIGN

AIMED AT ALL SMOKERS

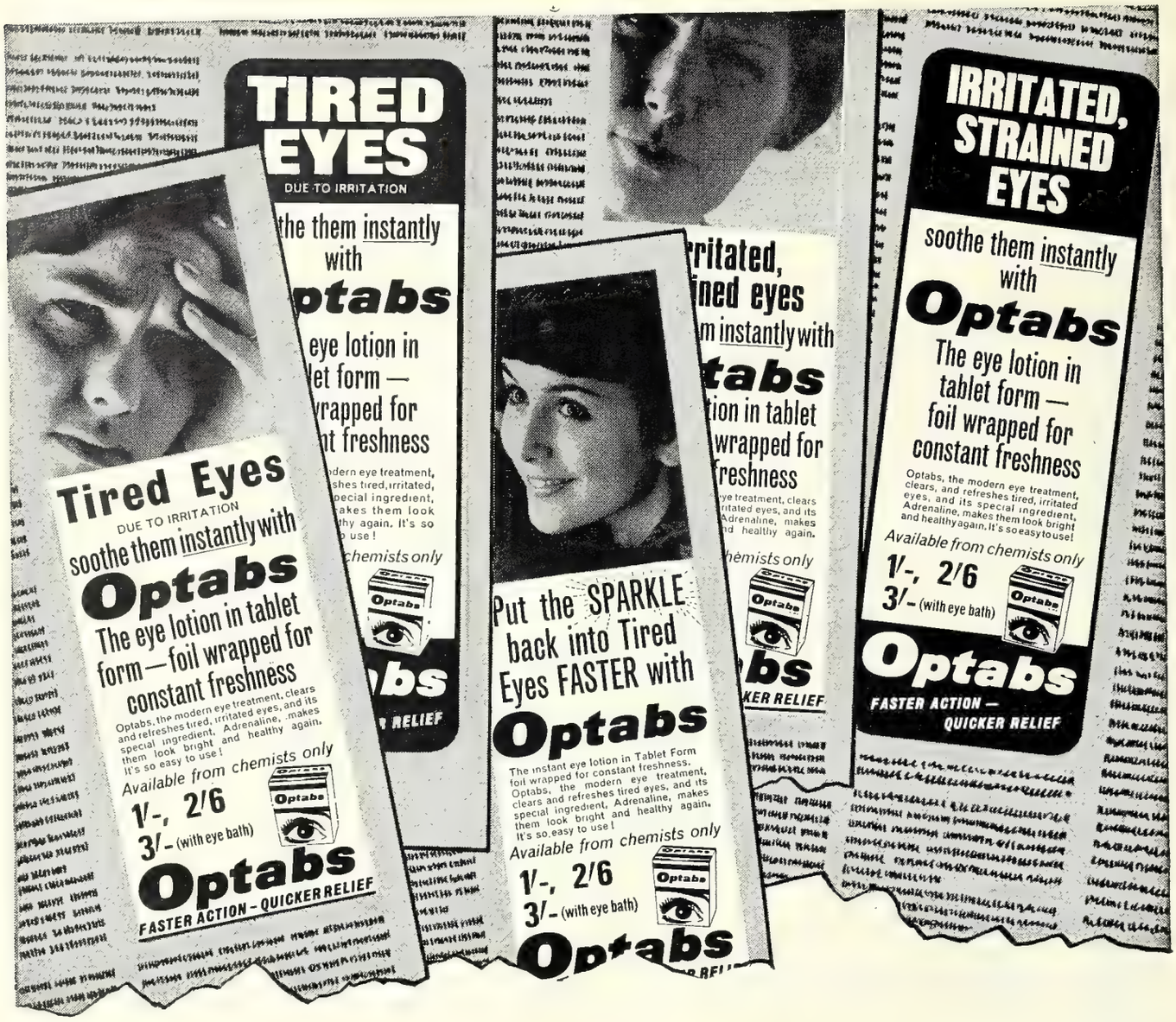
APPEARING IN

Daily Express · Daily Mail
Mirror · Sketch · Sun
Sunday Express · Sunday Mirror

APPEARING ON

London, Lancashire, Yorkshire,
Midlands, Southern, Scotland
and Tyne Tees Television.

EUCRYL LIMITED 7-9 OAKLEY ROAD SOUTHAMPTON



The eyes will have it from April - Sept!

These ads will be seen in mass circulation Women's magazines and the popular Sunday press in the most consistent ever Advertising Campaign for OPTABS. Timed for the peak selling period for eye products.

Optabs *The Eye Lotion in tablet form*

BIGGER PROFITS — FASTER WITH OPTABS

Write: BRITISH CHEMOTHEUTIC PRODUCTS LTD., Kemtheutic House, Grant Street, Bradford 3.

TYROZETS REGD **for minor mouth and throat infections**

the leader of the field

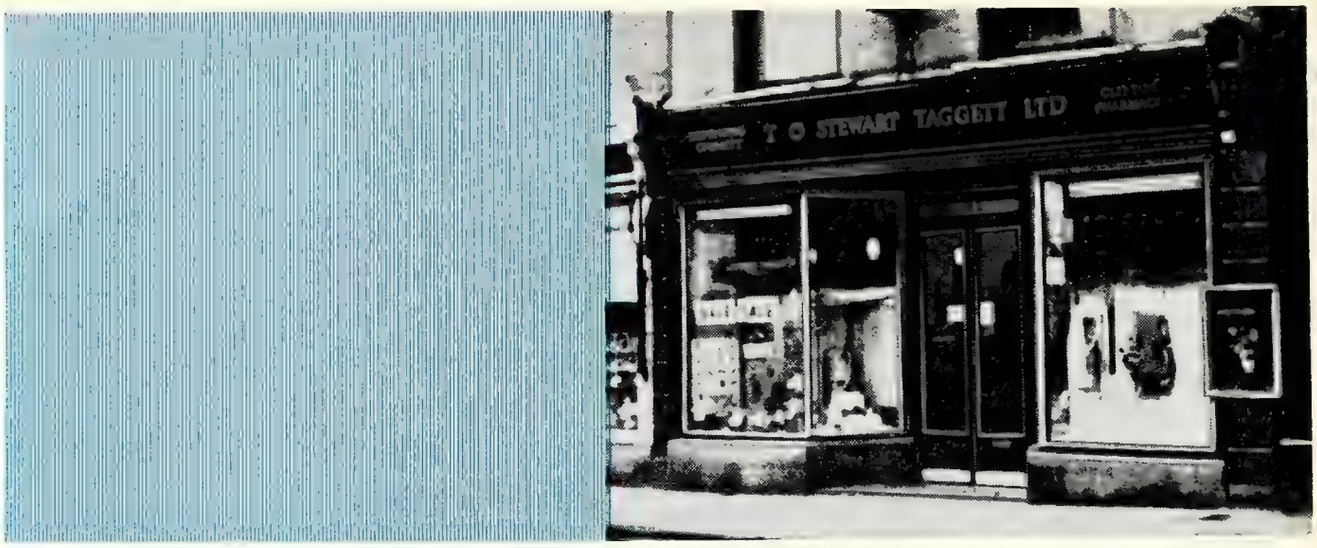
'Tyrozets', the most popular ethical throat lozenges, attract continued support from chemists because they:

- move quickly
- offer a good return on outlay
- constitute a 'Chemists Only' line

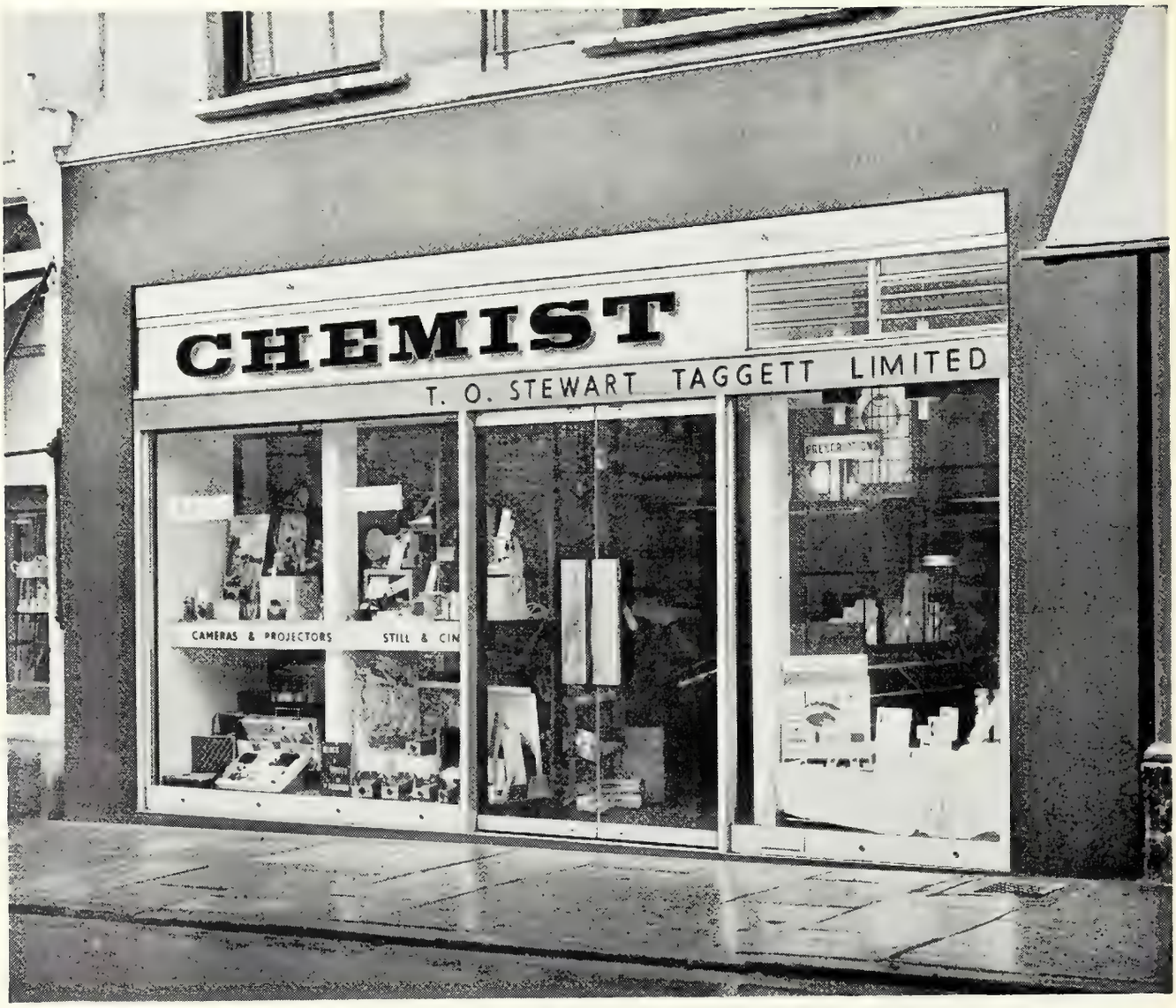
'Tyrozets' lozenges, containing 1 mg tyrothricin and 5 mg benzocaine, are in vials of 12, packed in counter display boxes of 12 vials.

MSD

Merck Sharp & Dohme Limited, Hoddesdon, Hertfordshire
Telephone: Hoddesdon 4511



A FACE-LIFT FOR YOUR SHOP?



A FACE-LIFT FOR YOUR PROFITS!

Let's face facts. High Street trading is no game these days. It's a battle: fierce, competitive. Customers don't *have* to come to you. They'll come only if they like your looks to start with. Your premises must be smart, modern, attracting custom by their good appearance and a good display of what you have to offer. Commercial success starts with a modern shop-front. And modern shop-fronts start with aluminium. In fact, in North America over 90% of new shop-fronts are made of aluminium. And there is a similar trend in Europe. Here's why:

BRIGHTER OUTLOOK

An elegant aluminium shop-front (anodised in colour, if you like) means a brighter outlook all round, for you and your customers. Its strong simple lines allow a larger glass area: you can have brighter, bigger displays that really draw custom, and a brighter interior that keeps it coming. Brighter standards of cleanliness, too: an aluminium shop-front *looks* clean and *is* clean, and it's child's play to *keep* clean! It all adds up to: brighter profits.

LOW-COST HIGH-SPEED INSTALLATION

Shut up shop over the weekend—and you can reopen on Monday with a brand-new shop-front! This can be done *firstly* because there's a wide range of standard designs immediately available from stock; *secondly,* because the extruded sections are so light and easy to handle that they can be assembled and installed at high speed and with no trouble. Installation costs are kept really low. Total cost? Less than a traditional shop-front of comparable quality!

LONG-TERM SAVINGS

With their tough anodised finish, aluminium shop-fronts keep their good looks and high standards of durability throughout the life of the building, adding to the value of your premises. They need no costly painting or re-painting for protection against the weather: maintenance is simply a matter of regular washing whenever the windows are cleaned.

If you want a brighter outlook for your business, send the coupon for further information to:
Alcan (UK) Limited, *Aluminium Canada House, 30 Berkeley Square, London W.1.*

ALCAN

Alcan ingot is used by leading suppliers to the aluminium shop-front manufacturers

ALCAN (UK) LIMITED
Aluminium Canada House
30 Berkeley Square
London W.1

To: Alcan (UK) Limited, Aluminium Canada House, Dept. 1B, 30 Berkeley Square, London W.1.

Please send me further information about aluminium shop-fronts.

Name.....
(Block letters, please)

Trade.....

Address.....

.....

.....

IB

PSM

YOUR SOUTH MANCHESTER PHOTO FINISHER

cameras

TOP QUALITY WORK ONLY

NOTE:—NOT A 24-HOUR SERVICE IN THE PEAK PERIOD

DAILY COLLECTION AND DELIVERY IN SOUTH MANCHESTER

PHOTOGRAPHIC SERVICES (M/c.) LTD.,
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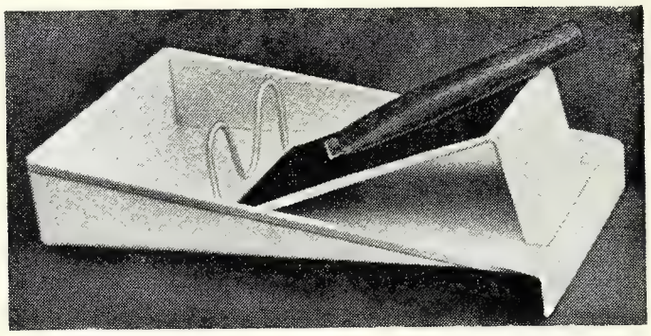
MOSS SIDE, MANCHESTER 16
TEL.: MOSS 3034

STRIP BOTTLE LABELS



- Safely and Quickly

PLATFORM
★ White Enamelled Steel 10″ X 6″
★ Holds any bottle
★ Platform Rubber Covered

CUTTER
★ Wood Handle
★ Heavy duty blade giving long life
★ Can be resharpened
★ Blade Replaceable

Price of Platform and Cutter 45/6 POST FREE

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New sales for you

Stock up now

From leading wholesalers or direct from
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THE HALLMARK OF PURITY
with not less than 90% free santalol
For further particulars apply to :—
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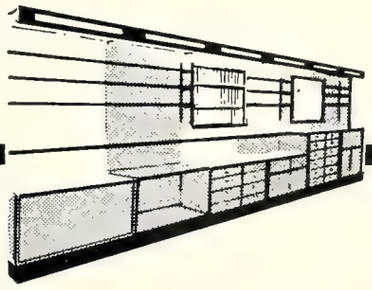
199 Piccadilly, London, W.1
Tel : REG. 5257.
'Grams : 'MYSOF' Lesquare, London

5 Counterpoint is the ultra-modern unit system of interior store display. Designed to give maximum visibility in the minimum of space.
4 Counterpoint is flexible. Units are interchangeable. Guarantees a tailor-made answer to any space problem.
3 Counterpoint means a quicker, easier selection of merchandise for hurry-bound shoppers
2 Counterpoint is economical. Can be easily installed, varied or adjusted.
1 Counterpoint will gladly send one of their specialists to give expert advice on your particular problems as part of the service.
Result? A perfect launch into modernisation.

Visit our Main office and Showroom: 243 Euston Road, London, N.W.1. Showrooms also at James White (Shopfitters) Ltd., Team Valley Trading Estate, Gateshead-on-Tyne 11.



Please send me your Counterpoint brochure ☐
Please arrange to send your representative ☐
(Tick as required)

NAME.....
ADDRESS.....
.....

Post to Counterpoint Store Equipment Ltd., 243, Euston Road, London, N.W.1. or (for the North & Scotland) to: James White (Shopfitters) Ltd., Team Valley Trading Estate, Gateshead-on-Tyne 11. C9

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ZEAL

Est. 1888

CLINICAL THERMOMETERS

G. H. ZEAL LTD. remind customers that all British Standard Clinical Thermometers are being supplied in accordance with the 1961 edition of B.S. 691*

Furthermore the B.S.I. Kite Mark, an additional guarantee of quality and accuracy, is engraved on all **ZEAL** British Standard Clinical Thermometers **AT NO EXTRA COST**

'KITE' MARK B.S. 691

also

*The usual comprehensive range of Oral, Rectal, Sub-normal and Skin Thermometers is available. * Explanatory Pamphlet available on request.*

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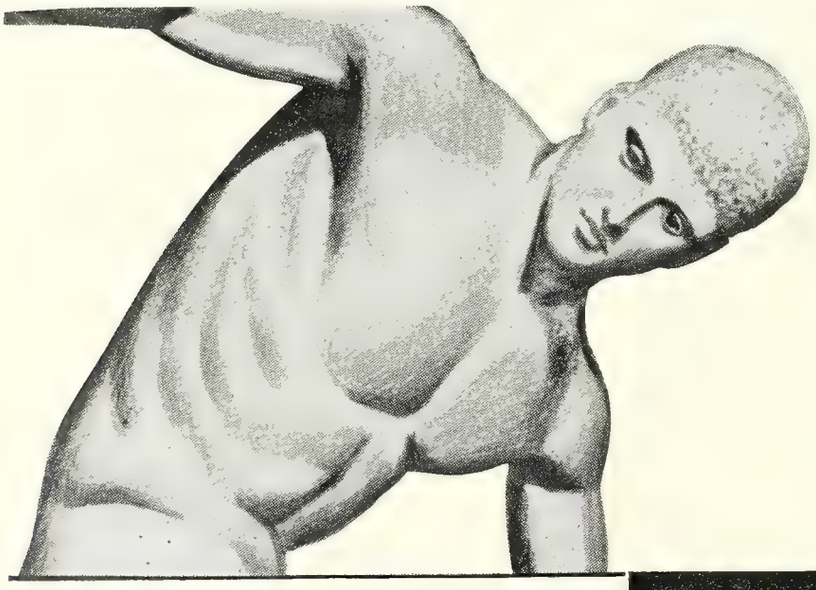
Tel.: LIBERTY 2283 (4 lines) Grams: Zealdom, London, S.W.19

REGD. TRADE MARK

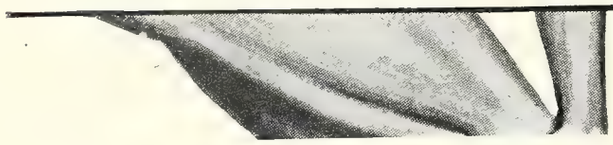


Stock it, sell it, profit from it — gain from the heavy national consumer advertising and from the 'no complaint' repeat business Litesome brings. Over a million men in all walks of life, all sorts of jobs wear Litesome as essential, snug-fitting, hard-wearing underwear. So stock and sell **all** the models — quickly, regularly, easily.

Litesome continue to give increasing support to your 1966 sales with national and regional advertising, showcards, dispensers and leaflets. Write today for full details of prices.

the famous LITESOME SUPPORTER is a thriving, growing chemists' line

LITESOME Supporters



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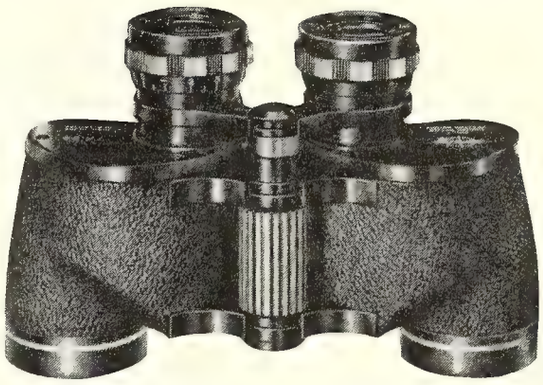


NOW YOU CAN SEE IT ALL with

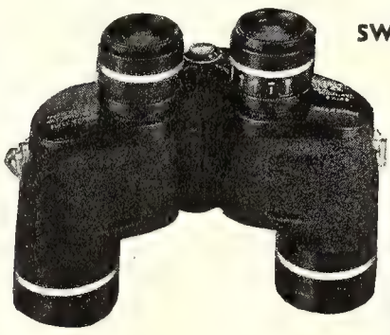
The SWIFT "PANORAMIC"

7 x 35

— THE BINOCULAR WITH THE FANTASTICALLY WIDE FIELD OF VIEW (578 ft. in 1,000 yds.) This superlative general-purpose glass has extra-large prisms for a tremendous field of view which actually covers the maximum field visible to normal eyesight. Marvellous for field sports, racing, etc., and its weight and size make it easy to use. It embodies all the special features of the SWIFT BCF range :—

- ★ Retractable eyecups for spectacle users.
- ★ Easy positive focusing cylindrical control.
- ★ Fully "Ve-coated" optics, straw-coloured, which gives the "WHITE IMAGE."
- ★ Tripod Adapter built into the base of the centre spindle to fit any standard Pan and Tilt or Ball and Socket Camera Tripod.
- ★ Finest luggage quality cases, plush lined, vee-slotted to facilitate removal of binoculars.

CAT. 6044B
PANORAMIC
£34 10 0
Including Case and P.T.



SWIFT "HIGHLAND"
8 x 35

AT LAST ! The first of a superlative range of binoculars to fill the £20 — £40 price gap for the customer who requires a connoisseur's glass at a price he can afford. The Swift "SCF" range — new shape, easy to hold embodies all the exclusive features of the BCF range plus exceptionally short focus to 12 ft. for close-up work.

6185B	"Hunter"	8 × 30	£23	12	0	inc. new flat-shape case, rainguards and P.T.
6045B	"Sportstar"	7 × 35	£24	0	0	,, ,,
6195B	"Highland"	8 × 35	£25	7	0	,, ,,

**Available from March*

POST THIS COUPON

Ask for details of the full SWIFT Binoculars Range

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ADDRESS.....

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PYSER BRITAX (SWIFT) LTD.

Sales Office : FIRCROFT WAY, EDENBRIDGE, KENT

CD102 Edenbridge 2434 (STD Code OSE 271)

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Special ONCE-A-YEAR OFFER!

EXPIRES on 30th APRIL 1966

12 Dozen 2/- Ayrtons Burn Cream— sells for	£14	8	0
3 Dozen 2/- Ayrtons Burn Cream— FREE	3	12	0
YOUR RETURN	18	0	0
12 Dozen 2/- Ayrtons Burn Cream cost at 16/- doz.	9	12	0
YOUR PROFIT	£8	8	0

87·5 per cent. on cost

AYRTONS BURN CREAM is guaranteed to take the sting out of any burn. Contains Aminocrine Hydrochloride, the ideal burn treatment.

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Tailored by ***ELSINORE***

2 for 3/11

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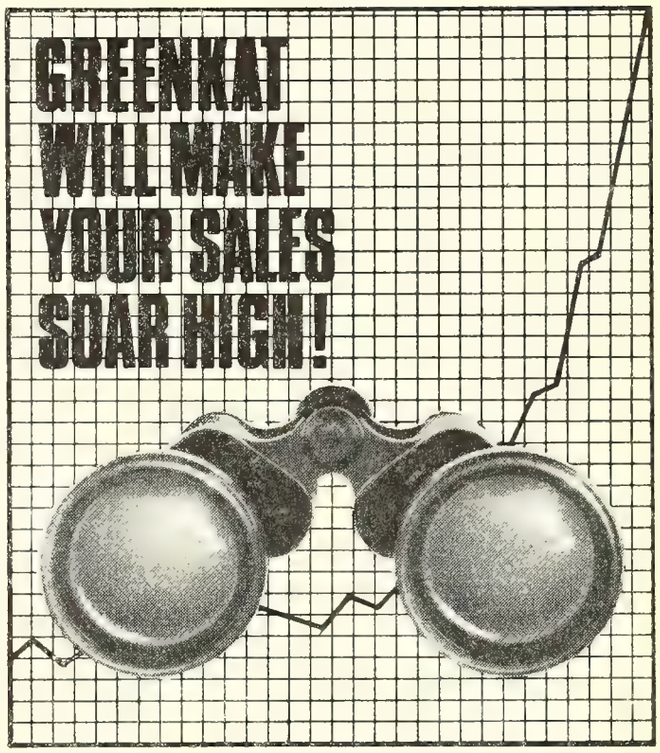

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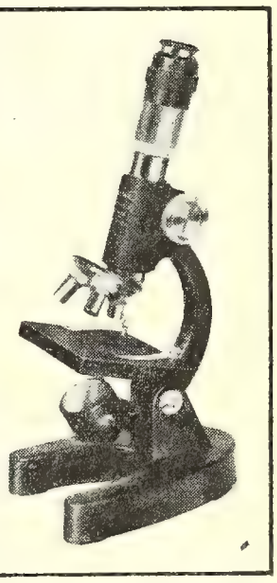

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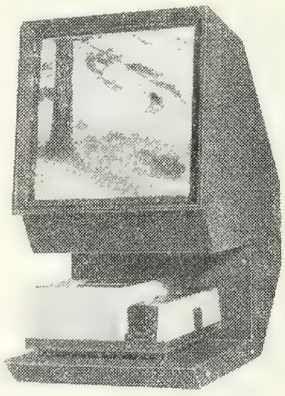

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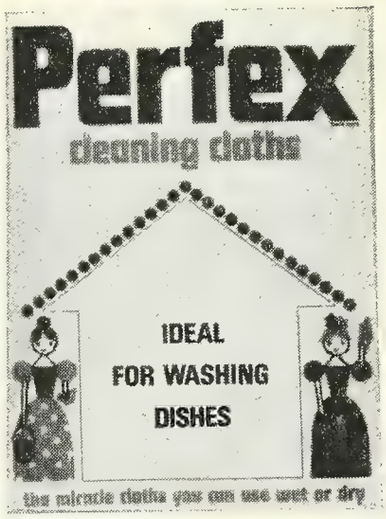

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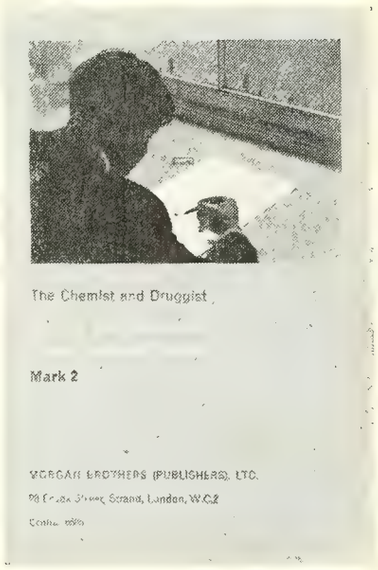

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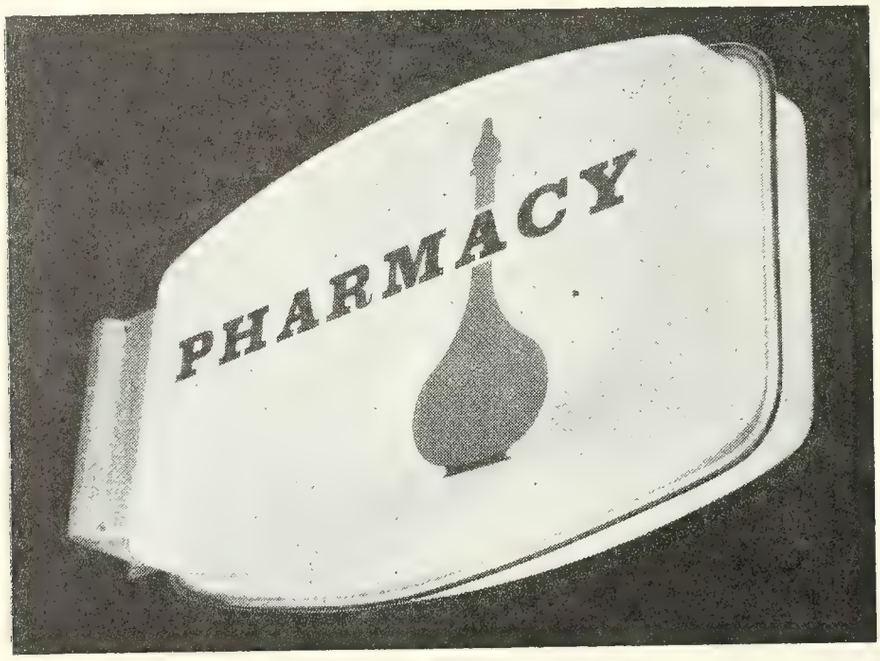

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We have a vacancy in our Production Control Department for a PHARMACIST

to supervise the writing and control of our manufacturing processes and specifications including packaging. This is an interesting new appointment which stems from the need for greater co-ordination of this function consequent upon the expansion of our business. The successful candidate will be in his early twenties and have a degree in Pharmacy or equivalent qualification. In addition he must have a clear and logical mind and the ability to negotiate on technical matters with other departments and suppliers. Previous experience in industry would be preferred but is not essential. What is essential is that he should be keen to follow a career on the Production side of the Pharmaceutical industry. Starting salary will be by negotiation. Excellent terms and conditions of employment. Applications giving brief details of age, qualifications and experience should be addressed to :

The Personnel Manager,
Abbott Laboratories Limited, QUEENBOROUGH, Kent.

C 6894

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Owing to retirement, Pharmacist, 25-35 years, required, to be responsible to Managing Director for all aspects of production, including planning, control, new product development, and expansion of existing tablet manufacturing and packaging department.

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Due to transfer of administration domicile, Managing Director (57) of old-established manufacturing company, desires suitably responsible appointment accessible to Manchester area. Could be available mid-1966. Initial inquiries, from Principals only please, will be passed to client for direct negotiation.
Apply Box C 6890.

EXPERIENCED AGENT seeking further agency, calling chemists, stores, etc. Covering North-west. Especially interested men's toiletries. Good connections. Box C 1724.

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FIRST-CLASS AGENTS required by nationally known and progressive toiletry and hair-care manufacturer. Must be well introduced to chemists and stores, etc. Territories: City and East London, Eastern Counties, North-east and North-west Counties, Lancs, Cheshire, West and South-west Counties and Wales. Apply with all details, in confidence to: "Sales Director," Box C 6876.

AGENTS REQUIRED for all areas to sell on commission basis an outstanding new toiletry line of proven potential, which has achieved outstanding sales in test areas. Write full details on coverage to Box C 1725.

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AGENTS REQUIRED for Sale to Chemists (Wholesale and Retail) of imported high quality Household Rubber Gloves. High commission rate. Proposed areas:—West country, including South Wales—South East England—East Anglia—North East England—Scotland. Please state experience and lines already carried. Apply Box C 6900.

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BELGIAN WHOLESALE COMPANY supplying Chemists and Druggists all over Belgium is interested in representing, on exclusivity agreement, British manufacturers of all sorts of hygienic items. This company was established twenty years ago and acts as sole distributors for several British manufacturers in Belgium. Commercial and Bank references available upon request. Etablissements Mattson, 3 Avenue de l'Art Flamand, Antwerp, Belgium. C 1730

BURMA. Will promote pharmaceutical opportunities for any British manufacturer on terms initiated by employer. Write to:—Capt. B. F. Hutton, 19/B., 3rd Street, Thamadi-kwethit, Thingangyun P.O., Rangoon (Burma). C 6906

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WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8. C 140

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TRADE MARKS

TRADE MARK NUMBER 644,129 consisting of the word CADOMAX and registered in respect of Perfumes, toilet preparations (not medicated), cosmetic preparations, preparations for the hair, and soap was assigned on 21st January, 1966, by Jean Louis Robert Boudou of 31 St. George Street, Hanover Street, London, W.1, to Cadoricin of 89 rue de Paris, Bobigny, Seine, France. *WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH IT WAS THEN IN USE.* C 6910

Trade Marks—Continued

THE TRADE MARKS set out below were assigned on 30th September, 1965, by Weedington Pharmaceutical Limited (formerly Gedeon Richter (Great Britain) Limited) of 14-18 Weedington Road, London, N.W.5, to Gedeon Richter (Great Britain) Limited of the same address, *WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH THEY WERE THEN IN USE.*

Regd. No.	*Trade Mark*	*Goods*
634656	PARIVITAN	Pharmaceutical tonic preparations.
647596	PERHEPAR	Pharmaceutical preparations made from liver for human use and veterinary use being goods for sale in England and Scotland.
648051	Device of a square containing the initials G.R. and a hypodermic syringe.	Pharmaceutical preparations and substances, and antiseptic preparations in liquid and tablet form for human use.
648254	GLANDUBOLIN	Glandular extracts and preparations of glandular extracts, all for pharmaceutical purposes.
648255	GLANDIPOSAN	Ditto
658535	VAGADIL	Pharmaceutical substances for human use.
673568	PERHEPAR	Pharmaceutical preparations made from liver for human use and veterinary use.
678615	ADIGAN	All goods included in Class 5.
687102	CORTIGEN	Pharmaceutical hormone products.
695622	COREDIOL	Medicinal preparations.
706271	COMPLEBINE	Pharmaceutical preparations whose sole active ingredients are factors of the Vitamin B complex.
706272	PROGULIN	Pharmaceutical products.
724573	IMBAL	Pharmaceutical preparations in tablet form containing ergot, belladonna and phenobarbiton.
727719	CHORIOSERIN	Pharmaceutical preparations containing serin.
754385	RICHTEPAR	Pharmaceutical, veterinary and sanitary substances and preparations.
757923	ELEVAL	Sedatives made wholly or principally of amylobarbiton and methyl - amphetamine hydrochloride, being pharmaceutical preparations for human use.
757924	LIPOVIT	Pharmaceutical preparations.
781659	PARATEX	Pharmaceutical tonic preparations for human use.
781660	PROGEVITE	Pharmaceutical preparations for export from the United Kingdom.
781661	PANTESTIN	Pharmaceutical preparations containing testosterone.
781662	SOLVURATE	Pharmaceutical preparations for use in the treatment of urinary disorders, being goods for export to Iraq, Lebanon and Syria.
796712	RHEUMAPRIN	Pharmaceutical preparations for the treatment of rheumatism and the like ailments.
797853	MULTRATE	Pharmaceutical preparations.
799112	Device of a black oblong containing a spherical laboratory flask and the word RICHTER	All goods included in Class 5.
818100	RICHTER	Pharmaceutical preparations for human and veterinary use.
833276	PERHEPLEX	Pharmaceutical preparations.
833277	TESTOGESTIN	Ditto

C 6893

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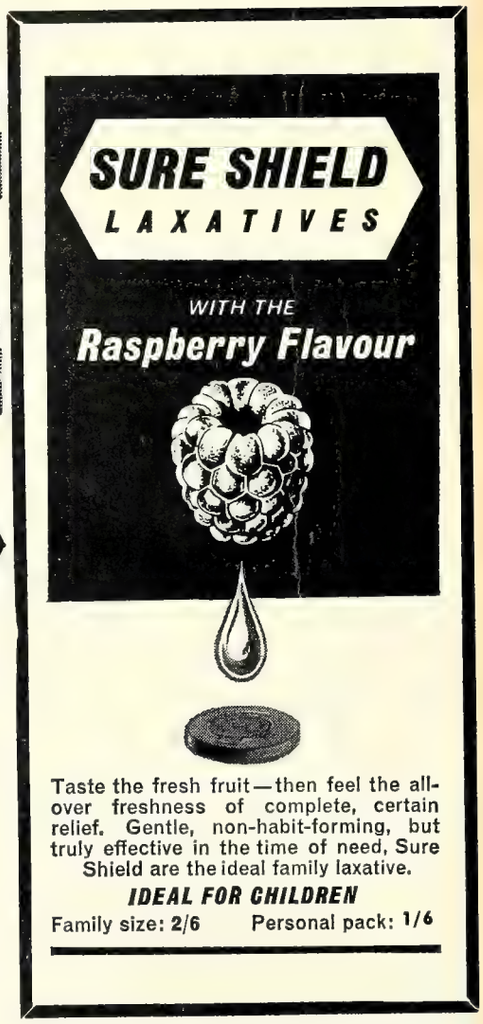

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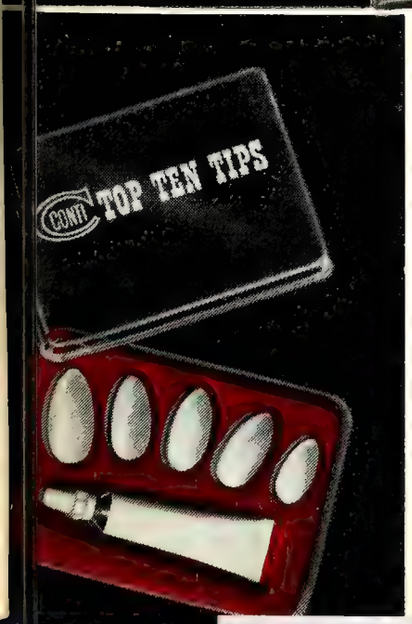

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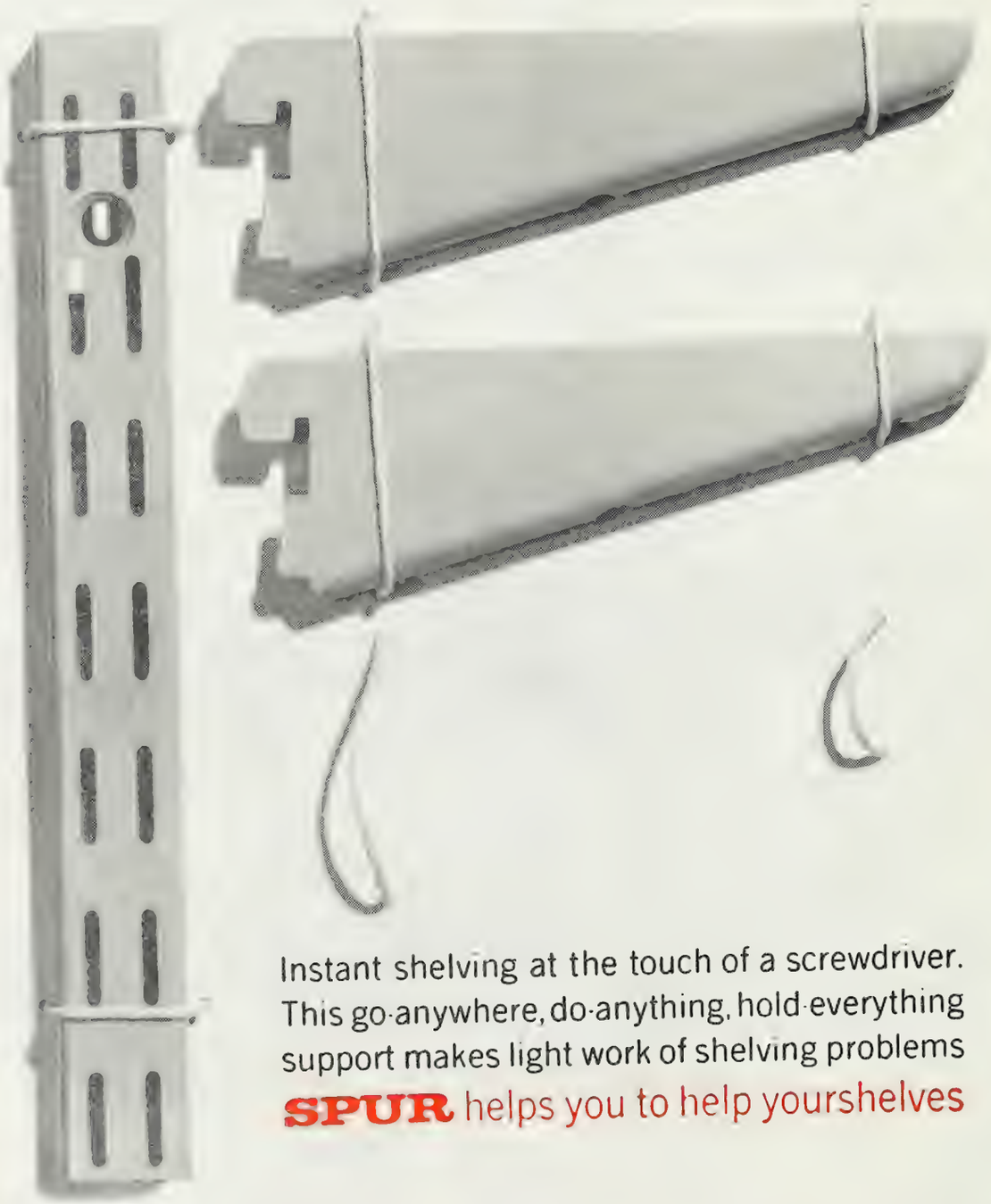

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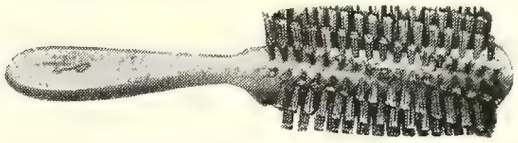

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107AN	White nylon	10/6
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0107F	Grilon & white bristle.	16/9
107S	Pure black bristle.	34/11
FB 5	White nylon, 6¾″ in polythene bag, ideal for handbag.	6/11

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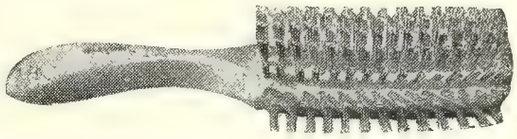

VB 5	8-row, light wood, white nylon.	14/11
LAR 1	8-row, black plastic handle, black filling.	13/6
LAR 5	8-row, black plastic handle, white filling.	9/6
SH 3	8-row, exotic waxed wood, imitation wild boar tufts, superb penetration (nylon).	19/11
SH 4	8-row, waxed wood, pure black bristle.	33/11

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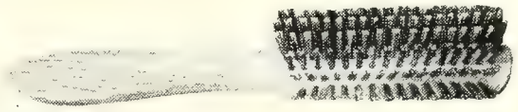
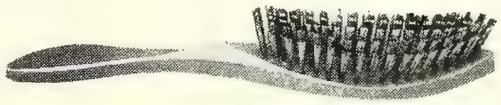
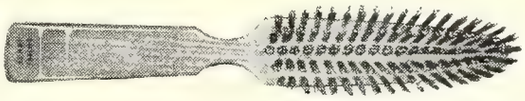


645	5-row, light wood, white nylon.	6/-
SH 1	8-row, light wood, grey nylon.	12/6
SH 2	8-row, waxed exotic wood, imitation wild boar tufts (nylon), superb penetration.	16/6
386	8-row, light wood, Grilon & black bristle.	16/6
686	8-row, light wood, Grilon & white bristle.	16/6
686AN	8-row, light wood, white nylon.	10/6
8610	8-row, light wood, pure boar bristle.	33/6
WS 1	5-row, light wood, white nylon, 6½″.	4/6

Slender Styling Brushes



LAR 6	4-row, slim black plastic handle, synthetic filling.	5/11
LAR 7	5-row, black plastic handle, synthetic filling.	8/6



VB 9	5-row, elegant lightwood handle, black nylon.	17/6
LAR 3	5-row, black plastic handle, synthetic filling.	8/6
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SNP Monograph No. 1

SPAZNIL

SPAZNIL BRONCHODILATOR AND SEDATIVE

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ASTHMA AND BRONCHITIS

Spaznil restores breathing capacity and gives prompt relief to the asthmatic patient. It combines the bronchodilator and anticongestive effects of ephedrine with the safe sedation of Welldorm (dichloralphenazone). Welldorm fulfils two functions: it counteracts the stimulant effect of ephedrine and calms the typical restlessness and apprehension of the asthmatic —particularly at night. Unlike the barbiturates, Welldorm does not depress respiration at normal clinical dosage. Spaznil may be used both for the continuous prophylaxis of asthma and for the prompt relief of bronchospastic attacks.

PHARMACOLOGY

Ephedrine is established as pre-eminent in the oral treatment of asthma. It gives rapid symptomatic relief and its long lasting spasmolytic activity helps to prevent attacks of bronchospasm and reduce their severity. It reduces bronchial secretion and oedema, thus further relieving congestion.

Dichloralphenazone (Welldorm) gives sedative support to the anti-asthmatic regime and counteracts the stimulant effect of ephedrine. It helps to overcome the characteristic apprehension and restlessness of the asthmatic patient, particularly at night. Welldorm, unlike barbiturates, does not cause respiratory depression at normal clinical dosage and does not, therefore, antagonise the respiratory stimulation of ephedrine. It is safer for continued treatment and more predictable in its effect, particularly in the very young and the very old.

INDICATIONS

Asthma Spaznil is indicated both for the continuous control of asthma and for the relief of sudden attacks. It is particularly recommended for excitable patients, for those troubled by anxiety or insomnia, and for old people.

Bronchitis Spaznil gives valuable symptomatic support to antibacterial therapy, eases congestion, increases ventilation and helps to give much-needed rest and sleep.

CONTRA-INDICATIONS

Spaznil, in common with all preparations of ephedrine, is contra-indicated in diseases of the heart and the coronary vessels and should be used with caution in patients with hyperthyroidism and hypertension and in liver and renal disease.

COMPOSITION

Each tablet contains

Ephedrine Hydrochloride B.P. ..... 20 mg. ($\frac{1}{3}$ grain)
Dichloralphenazone B.P. (Welldorm) ..... 325 mg. (5 grains)

Spaznil tablets are two-layered for quick action. The white layer contains the bronchodilator component and the blue layer the sedative.

DOSAGE

For continuous control of bronchospasm in asthma and bronchitis	One tablet three times a day and one at night.
To relieve the sudden attack	One or two tablets
Children	$\frac{1}{4}$ to $\frac{1}{2}$ the adult dose according to age.

AVAILABILITY

Containers of 50 and 250 tablets.

'Spaznil' and 'Welldorm' are registered trade marks of T. J. Smith & Nephew Ltd.

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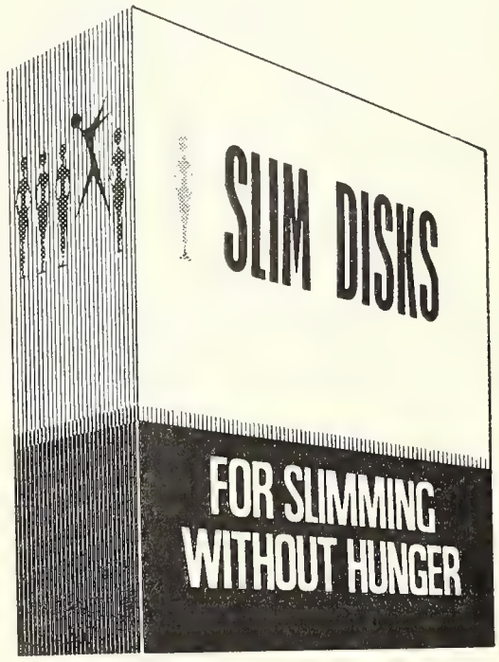

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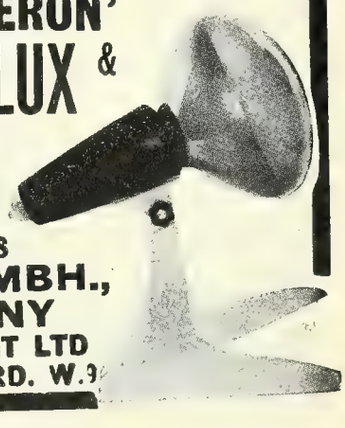

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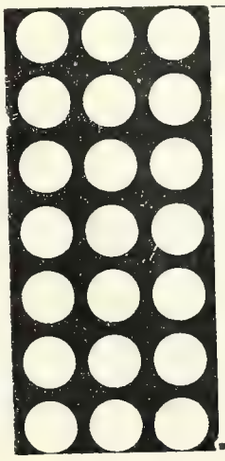

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INDEX TO ADVERTISERS

Ames Co. 31
Ansun Proprietaries, Ltd. 8

Barber Electrical Services, Ltd. 26
Beatson Clark & Co., Ltd. 29
Beecham Food & Drink Division (Carella) Interleaved Edit., 22
Beecham Research Laboratories.....Interleaved Edit., 20
Beecham Toiletry Division 3
British Dyewood, Ltd. 30
Britton, Malcolm, & Co., Ltd. 30
Blythe, William, & Co., Ltd. 30
Burroughs Wellcome & Co. .....Price List Sup., page 1
Burroughs Wellcome & Co. (Insulin) Interleaved Edit., 21
Burroughs Wellcome & Co. (Marzine) Interleaved Edit., 15

C. & D. Tablet Chart 36
Chesebrough-Ponds, Ltd. 14
Christy, Thos., & Sons, Ltd. 5
Comby (London), Ltd. 1
Continental Cosmetics, Ltd. .....Front Cover
Cox, A. H., & Co., Ltd. .....Cover iv & Page 4
Cuxson Gerrard & Co., Ltd. 9

Dixor, Ltd. 26
Duncan Flockhart & Evans, Ltd.....Interleaved Edit., 16

Eylure, Ltd..... 27

Fencolor Laboratory, Ltd. 30

Hermes, Ltd. .....Inset

Illingworth & Co., Ltd. 13
Ilon Laboratories 30

Kalium Products (Redditch), Ltd. 26
Kaputine, Ltd. 24

Lastonet Products, Ltd. 25

Mennen (U.K.), Ltd. .....Interleaved Edit., 18, 19

National Cash Register Co., Ltd. 6, 7

Optabs, Ltd. 28
Orridge & Co. .....Price List Sup., page 8

P. & M-Warrick, Ltd. 23
Phillips, Scott & Turner, Ltd. ..... 10, 11 and 12

Ransom, William, & Sons, Ltd. .....Cover iii

Salesmaster Shopfittings, Ltd. 8
Savage & Parsons, Ltd. .....Cover ii
Sessions, William H., Ltd. 4
Smith & Nephew Pharmaceuticals, Ltd. 2

Turners Chemists, Ltd. (Trentham Laboratories) ... 4

V. Development, Ltd. 4

Whitecross Optical Co., Ltd.....Interleaved Edit., 17

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Product	Recommended RSP	Basic Price per dozen	Purchase Tax per dozen	Wholesale price per dozen
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2 oz Emulsion	2/6	17/–	4/3	14/9
6 oz Emulsion	4/3	29/–	7/3	25/3
Small Tube Lanoline	1/8	11/6	2/11	10/–
Large Tube Lanoline	2/5	16/6	4/2	14/4
Small Per-De-Co	2/–	16/–	—	13/8
Large Per-De-Co	3/3	26/–	—	22/2
2 oz Lempak Lotion	2/11	20/–	5/–	17/–
Zepto	1/7	11/–	2/9	9/7
Winslows	3/3	22/3	5/7	19/5

Prices of all other products in the range remain as at present.

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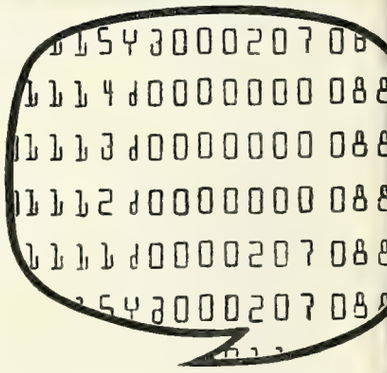
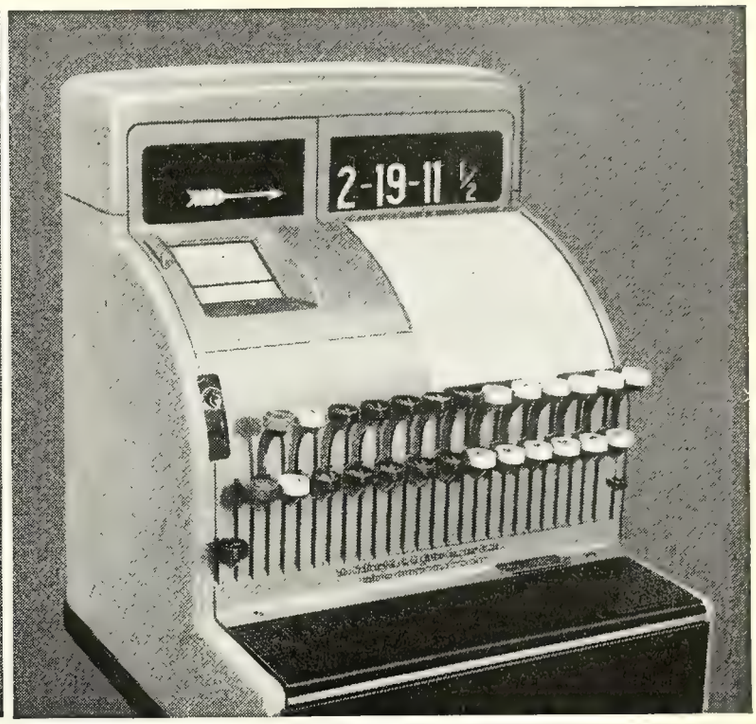
NCR offers you a *real* choice . . . from a range so wide you can be sure it includes equipment that might have been designed specifically for your kind of business. More dependable methods of cash control and profit protection. The itemisation and automatic totalling of multi-item sales. Advanced systems that analyse your sales and help you to plan your business more profitably. New developments in the field of retail automation. Whatever you are looking for, you will find it in the unique NCR range. Every model has built into it the skill and knowledge of the company with the longest experience of designing systems for all kinds of retail business and is backed by a service organisation acknowledged to be the best in Britain. Talk cash control and point-of-sale accounting with NCR. There are over 90 sales and service centres throughout the United Kingdom.



NCR Optical Font—exciting new d velopment that enables cash regist to record point-of-sale information the language of computers.

our examples from the NCR range

ss 96. Robust, all-electric sales register for efficient cash control ven the smallest retail outlets.



Class 100. Pace-setter in the field of 'press-down key' machines. Available in a wide range of models to suit all business needs.

ss 51. Advanced itemizing register with exceptional facilities for the-spot sales dissection, greater-than-ever security of cash credit control.

For many years NCR has been developing better methods of cash control and point-of-sale accounting. Its current range is based on a thorough knowledge of working conditions in every branch of retailing . . . backed by an advisory service that has helped many businesses to become more profitable.

Talk to NCR-their range is as good as their name

plan ahead with

NCR

THE NATIONAL CASH REGISTER COMPANY LTD 206 Marylebone Road London NW1 PAD 7070

NCR 54

Announcement

'ANSUN' — 'PEDICLEX' — 'SUNGOLD'

are the registered trade marks of

ANSUN PROPRIETARIES LTD.

and refer to their products,

'ANSUN' Pile Suppositories and ointment

'PEDICLEX'—hairwaving lotion, especially formulated to eradicate pests in school children's hair

'SUNGOLD'—powder and liquid

Enquiries through your wholesaler or direct from

Ansun Ltd., 12 CHURCH STREET, SILVERDALE, NEWCASTLE, STAFFORDSHIRE.

VISIT OUR SHOWROOMS at REGENT HOUSE

INDUSTRIA AD PERFECTIONEM

Please Send Details of FREE PLANNING & ADVISORY SERVICE

Name

Address

C&D 4/66

Salesmaster

SHOPFITTINGS LTD

REGENT HOUSE.
DOCK ROAD, BIRKENHEAD, CHESHIRE.
BIR. 8794

FREE to every CARNATION range stockist! This brand new display-dispenser

A robust wire dispenser which provides a colourful and sales compelling counter piece for CHEMISTS ONLY. This stand will feature in T.V. advertisements, make sure you have it well displayed.

...and a Brand New Line in the CARNATION Range!

CARNATION CORN PAINT

In display outers of 12 bottles as illustrated

1966 sees the introduction of yet another sales-winning line in the CARNATION range of foot comforts. Many sufferers have corns where plasters cannot be easily applied or fixed. In such cases, CARNATION CORN PAINT is the ideal solution! Trade Price 13/8d per dozen plus 3/5d P.T. Retail 2/- Special introductory offer on direct orders.

ASK ABOUT THE SPECIAL CARNATION RANGE PARCEL OFFER!

Minimum order value £7 (All goods). Carriage paid £10 (All goods).
NOTE: Small quantities (non-bonus) available from VESTRIC LTD. and B.D.H. Agents

Phillips
Turner
be expo

Scott & hould ed

(show 'em up in public)

The more you show the more you sell. Phillips, Scott & Turner products mean big profits for you. Many are brand leaders. Like 'Milk of Magnesia', Andrews, 'Milk of Magnesia' tablets and Delrosa. All are backed by special displays. Easy 'parcel' terms. Regular, insistent advertising. Total PST advertising this year will be up 50% on 1965. It pays to show them all.
The Phillips, Scott & Turner Company St. Mark's Hill, Surbiton, Surrey.

fresh disclosures overleaf

Phillips, Scott & Turner are in hot water again

This will be a national sensation

Sensational test market success—**32% share** in 10 months proves Sona can increase bath additive business.

Sona is now national with this support:

12½ million free coupons in Household Shopping Guide from March 27th.

Massive TV campaign from April 4th.

High-frequency press campaign from April 4th.

40% profit for you with special introductory bonus plus your normal PST discounts.

Get in on it—order Sona now.

12 oz 2/6. 20 oz 4/-.

COTTON WOOLS

that come in cartons from

ILLINGWORTHS

Smart polythene-wrapped blue and white packs. Modern looks, more convenience, maximum hygiene. 1 oz., 2 oz., 4 oz., 8 oz., 16 oz., sizes. B.P.C. and Hospital Qualities.

Also in Rolls

Pleated in Polythene Bags

Bottle Neck Wool

Respirator & Filter Pads

Blended Wool

A high quality product of
E. ILLINGWORTH & CO. (BRADFORD) LTD.
Shelf Mills, Shelf, Nr. Halifax
Tel: Bradford 76261-9 Grams: Illmond Bradford

C&D

CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 April 2, 1966 No. 4494

CONTENTS

A Statutory Committee Finding Quashed 329
Guide to New Medicaments 338
Hospital Drug Supervision 342
Hospital Pharmacy Forum 336
Human Form and Function 340
Irish Co-operative Buying 324
Leading Articles:
Matters of Pharmaceutical Conscience 335
Message and Medium 335
Sauce for the Goose 335
Pharmaceutical Society Examiners' Report 341
Pharmacist and the Community ... 340
Photography and the Pharmacy 341
Symposium on Dosage of Medicines ... 328
Topical Reflections 325
Viral Vaccine Developments 342
Yorkshire Pharmacists' Conference ... 326

Branch Events 334
Business Changes 330
Coming Events 345
Commercial Television ... 346
Company News 329
Contemporary Themes ... 344
Correspondence 334
Deaths 330
Information Wanted ... 332
Legal Reports 329
New Companies 345
New Products and Packs 332
N.H.S. Statistics 342
Notes on Medicaments ... 345
Onward from Galen ... 337
Patents 344
Personalities 330
Prescribers' Press 346
Print and Publicity ... 345
Trade Marks 344
Trade Notes 331
Trade Report 343
Wills 346
World Trade 346

Index to Advertisers, p. 5. Classified Advertisements, p. 32.

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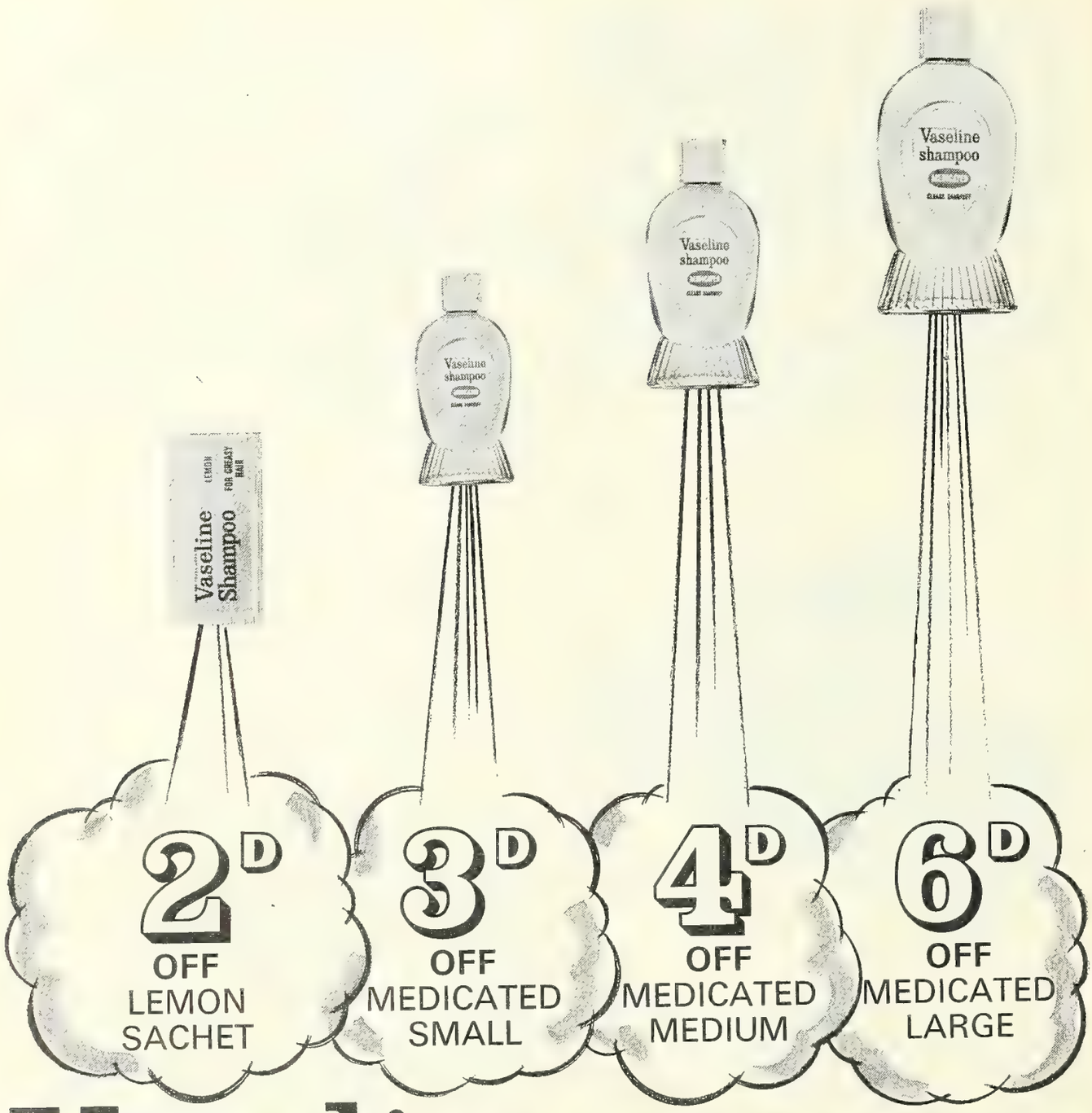
LEEDS, 16: 32 Wynford Rise, West Park. *Phone:* Leeds 67 8438.

ANNUAL SUBSCRIPTION
which includes The Chemist and Druggist Diary and Year Book, £4 5s. Single copies 1s. 3d. each (postage 8d.).

ABC MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

© MORGAN BROTHERS (PUBLISHERS), LTD., 1966



Vaseline SHAMPOO

TRADE MARK

SALES ROCKET...

...with money-off boost

Watch them disappear off your counter! These Vaseline Shampoo money off packs make heavenly music on your cash register. Stock more, sell more is what we say.

Chesebrough-Pond's beauty grooming and health worldwide

...before offer ends April 9th

You benefit and so do your customers if you send in your bonus order for 'Marzine' right away. For you—good supplies of 'Marzine' on best terms in time to satisfy increased holiday demands. For them—the 'Marzine' they need to give freedom from travel sickness.

'Marzine' makes news

More people than ever will be seeing a new, stronger 'Marzine' advertising campaign. This will help you build bigger than ever sales of 'Marzine'—the leading travel sickness remedy.

'Marzine'
TRADE MARK

3/- per tube of 10 tablets

BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) LONDON

'MARZINE' BONUS OFFER CLOSES APRIL 9th 1966

3 dozen tubes
13 TO THE DOZEN

6 dozen tubes
14 TO THE DOZEN

1 gross or more
14 TO THE DOZEN—
plus deferred payment terms (one gross or more only)
—delivery now and pay in August

Orders for 5 dozen or more are carriage paid

Two *new* insulins *by* NOVO INDUSTRI A/S

Actrapid

Trade Mark

NOVO

Neutral Insulin Injection

A NEW SOLUBLE NEUTRAL INSULIN

DESCRIPTION

Pork insulin, purified by repeated recrystallisation, in a stable, neutral solution.

ADVANTAGES

The advantages have been reported as being—

1. No change in pH is necessary for resorption from the site of injection; there is therefore a rapid initial action.
2. At a pH of 7.4 the solution is compatible with blood and tissue fluids and the local irritation seen with ordinary soluble insulin (which is acid in reaction) does not occur.
3. It has a minimum of antigenic properties as it is a pig pancreas product.
4. It can be mixed with long-acting insulins provided they, too, are neutral in reaction. *J. Irish Med. Assoc.*, 1965, **57**, 71.

DURATION OF ACTION

The duration of action is similar to that of ordinary soluble insulin but, because of its speed of resorption, it may have a slightly more rapid initial effect.

PRESENTATION

40 iu/ml in vials of 10 ml
80 iu/ml in vials of 10 ml

Rapitard

NOVO

Trade Mark

Biphasic Insulin Injection

A NEW BIPHASIC INSULIN WITH AN INTERMEDIATE LENGTH OF ACTION

DESCRIPTION

A biphasic preparation containing beef insulin crystals suspended in a rapid-acting neutral solution of insulin (pH 7). RAPITARD insulin is available in two strengths 40 iu and 80 iu insulin per ml—10 and 20 iu in solution and 30 and 60 iu in crystalline form respectively.

The two types of insulin act independently of each other. The duration of action is not due to zinc or other added retarding agents but to the special nature of the crystalline phase—rhombohedral beef insulin crystals of constant shape and size (25—30μ). RAPITARD insulin is stable and neutral.

DURATION OF ACTION

RAPITARD insulin has a slightly shorter duration of action than that of LENTE insulin, but has a more pronounced initial effect due to the soluble component.

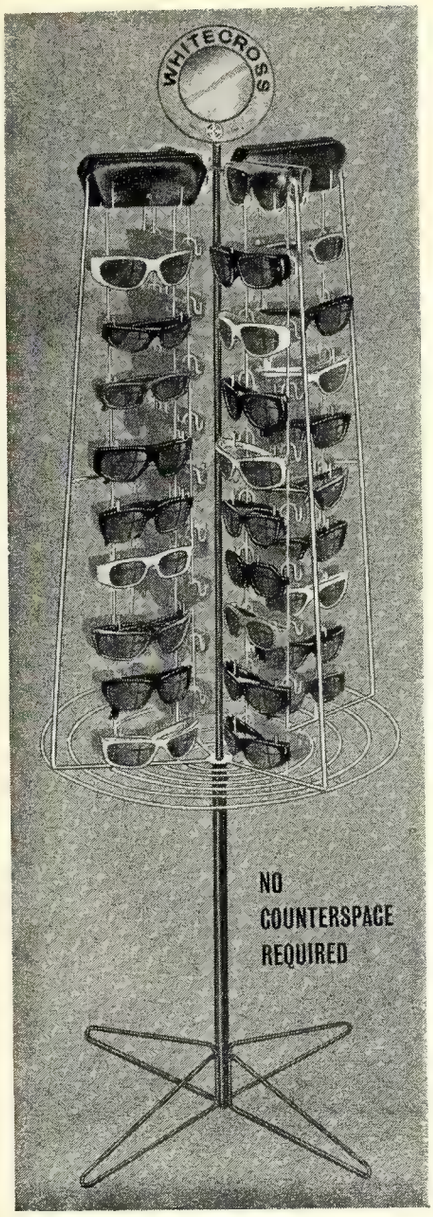
PRESENTATION

40 iu/ml in vials of 10 ml
80 iu/ml in vials of 10 ml

Literature on application to:

Sole Distributors:

DUNCAN, FLOCKHART and EVANS Ltd LONDON E2



FOR GLAMOUR IN 1966....

Whitecross

DISPLAY STANDS SELL MORE SUNGLASSES!!

THE WHITECROSS 'MAJESTIC'

An imposing revolving floor display stand – no counterspace required – supplied FREE with a fashionable range of :–
18 dozen assorted sunglasses retailing from 2/11 to 9/11 each
and 2 dozen assorted clipovers retailing at 6/9 and 7/11 each

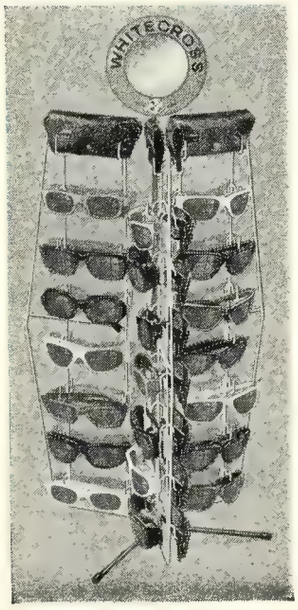
Cost of complete unit to retailer only £49.17.4

All our sunglasses are available as individual lines

THE WHITECROSS 'RIVIERA'

A smart revolving counter display stand supplied FREE with an attractive assortment of:–
10 dozen assorted sunglasses retailing from 3/11 to 8/11 each and
1 dozen assorted clipovers retailing at 7/11 each

Cost of complete unit to retailer only £28.18.0

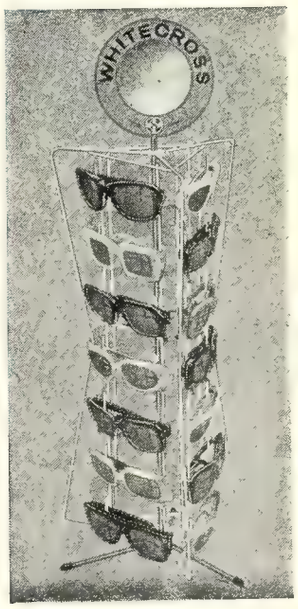


THE WHITECROSS 'COCKTAIL'

An attractive revolving counter display stand supplied FREE with a stylish selection of :–
5 dozen assorted sunglasses retailing from 10/6 to 15/11 each

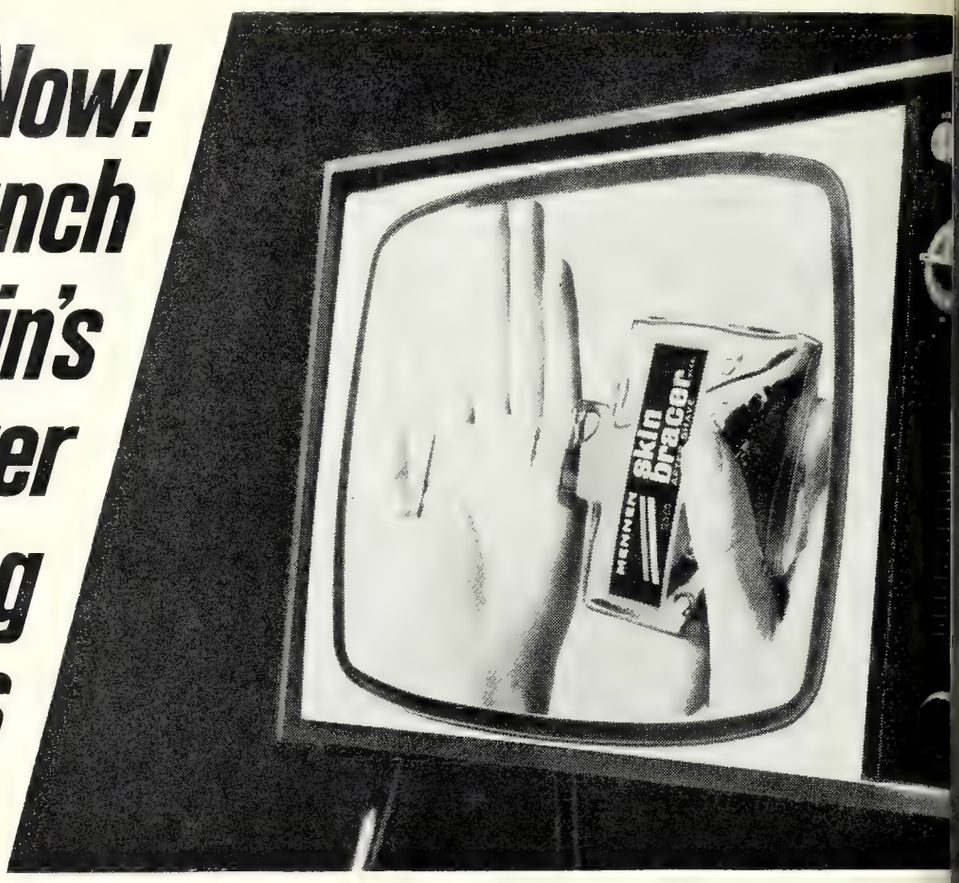
Cost of complete unit to retailer only £25.6.8

Ask your usual wholesaler for illustrated catalogue showing our complete range



THE WHITECROSS OPTICAL COMPANY OF LONDON *(Proprietors: Fredk. Lehmann Co. Ltd.)*
Frederick Works, Rochester Place, London N.W.1. Telephone: GULliver 6731

Now! Mennen launch Britain's biggest ever advertising for men's toiletries



Starts April 15th

In just t
of its kin
campaig
advertisi
more than
**Dynamic*
**Full pag*
Daily Mirr
**Over fifty*
hitting pape
**Full colour*
**Dominating*
women's maga

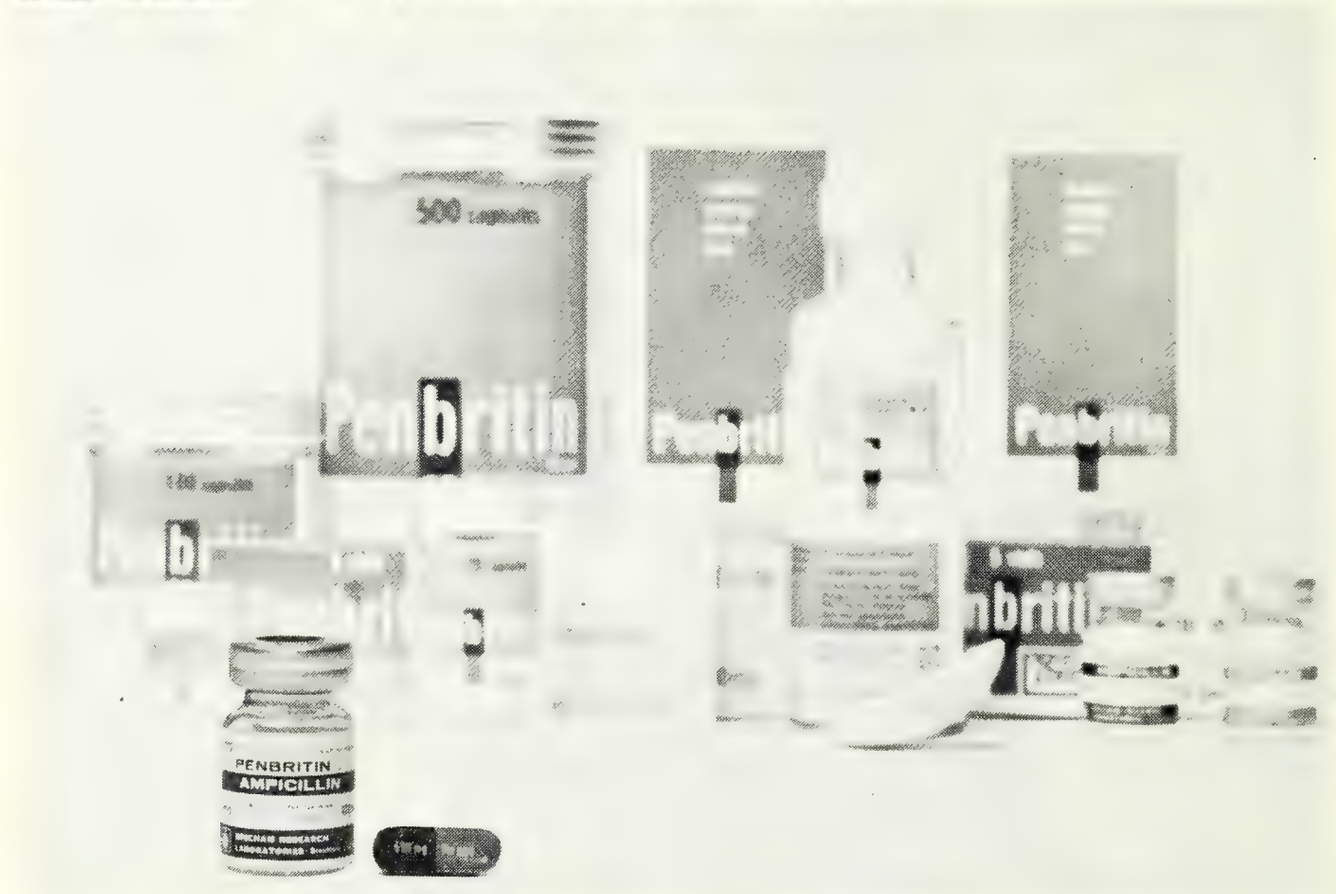
me, Mennen, the largest selling range orld, is launching the most intensive omote men's toiletries in Britain . . . run throughout the year, and reach men and women!
rcials reaching 80% of all men.
ements in Daily Express, Sun, Mirror.
dvertisements in the same hard-

eekend Telegraph.
es in Woman, *and other leading*

Mennen display material: eye-catching, appealing, designed to help your sales go—fast! Use it boldly and remember: Mennen advertising breaks next week *so be ready to meet the demand and if you're not already stocking, contact your local representative* now — *or write today for details to:—Golden Ltd., Berkeley Square House, Berkeley Square, London, W.1.*

Mennen says go to your sales

ANNOUNCING TWO NEW ADDITIONS TO THE PENBRITIN RANGE



500 mg. CAPSULES
100 mg. INJECTION VIALS

Two important additions to the range of Penbritin presentations are now available.

500mg. CAPSULES

are being introduced for the convenience of patients for whom single dosages of 500mg. or more are prescribed. In such cases a reduction in the number of capsules to be swallowed represents an obvious advantage, particularly as the 500mg. capsules are only slightly larger than the present 250mg. strength.

100mg. INJECTION VIALS

are intended for paediatric therapy. Wastage, which often occurs when 250mg. vials have to be used for paediatric dosages, is avoided by using this new lower strength vial.

Availability: Black/red gelatin capsules overprinted with 500mg. containing 500mg. ampicillin B.P. Basic N.H.S. price of packs of 100 is 240/-.
Vials of 100mg. ampicillin B.P. as sodium salt packed in cartons of ten vials. Basic N.H.S. price is 2/9 per vial.

Penbritin (registered) is a product of British research at
Beecham Research Laboratories
Brentford, England. Telephone: ISLeworth 4111

none better for the diabetic

The control of diabetes mellitus demands products of constant strength and the highest possible standards of purity.
Into every vial of 'Wellcome' brand Insulin goes an experience stretching back to the earliest days of insulin production. Whichever type is prescribed—Soluble, Protamine Zinc, Globin, Isophane, or one of the Lente insulins—it is available in the 'Wellcome' range.

When you order, specify

'Wellcome' Insulins

BURROUGHS WELLCOME & CO. (THE WELLCOME FOUNDATION LTD.) LONDON

New from Beecham! Carella

44% of all new mothers will sample Carella in this Free Bounty Parcel

Carella is the only vitamin C supplement that is 100% natural. 44% of all mothers having babies this year will receive a free Bounty Parcel which will include a sample bottle of Carella. Carella comes from the Acerola Cherry (*Malpighia punicifolia* L), the richest known source of ascorbic acid with more than twice the vitamin C content of English rose hips. Carella is completely natural with no synthetic chemicals, no colouring or preservatives added.

What's in it for you? There's a voucher worth 1/- when mothers buy their first bottle of Carella. And there's a useful baby care leaflet telling them all about Carella. These mothers are your customers. They'll spend the voucher with *you* and they'll go on buying Carella. Year round advertising with full colour pages will ensure that they continue to buy Carella. Demand will be heavy. Order your Carella now.

Carella—the only vitamin C supplement that is 100% natural

A highly effective product backed by strong TV advertising

Rinstead

PASTILLES

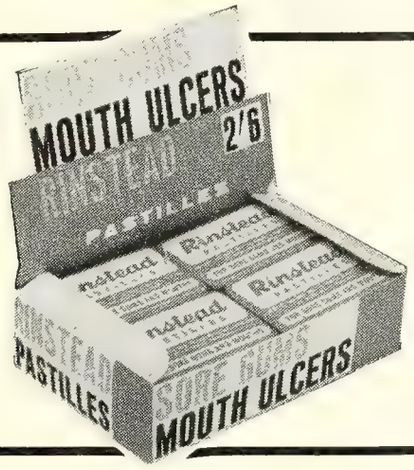
FOR SORE GUMS AND MOUTHS

ANYONE WITH A SORE MOUTH, due to rubbing dentures, mouth ulcers, tooth extraction or any of a score of causes, is a potential customer for Rinstead. This means practically everybody.

RINSTEAD IS PROVED EFFECTIVE. You will have constant repeat business all through the year.

RINSTEAD IS WITHOUT COMPETITION. Ever since the current compelling TV advertising began, sales have been rising meteorically. Many chemists are selling 2 to 3 dozen per week!

RINSTEAD IS SOLD ONLY THROUGH CHEMISTS People will be asking for Rinstead in your shop, so make sure your supplies will meet the ever rising demand.



STOCK UP NOW

Price 17/- per dozen tins packed in attractive counter display outers.

(Retail price 2/6 per tin.)

P & M-WARRICK
Seymour Rd., London E.10.

TAS/WK.58A

STARTING APRIL 11th..

Bellair REGD hair spray

GREATEST EVER new TV CAMPAIGN

The biggest battery yet of Bellair 15- and 30-second commercials

A truly mammoth campaign with a minimum of five commercials a week from April to June. Women everywhere will have 146 million opportunities to hear about Bellair. *We ensure good profit margins for you in this expanding market.*

COVERING NINE TELEVISION AREAS

Midlands, Central Scotland
North-East Scotland
Scottish Border
North-East, Northern
(Yorks. and Lancs.)
Wales and West, Anglia
and N. Ireland

ORDER FROM YOUR WHOLESALER NOW

Aerosol 4/8, Spray Pack 2/8
Refill Bottle 1/8, Refill Sachet 1/3

KAPUTINE LTD, BOARDMAN STREET, OLDHAM, LANCS.
TELEPHONE: OLDHAM MAIN 3045 & 6226.

The addition to the Lastonet range

THAT ONLY YOU CAN SELL!

Spanflex

The cosmetic support stocking that's sold exclusively through Chemists

Here's a cosmetic non-N.H.S. stocking that really does *support.* SPANFLEX not only gives relief to tired aching legs – it's a superbly good-looking stocking as well.

This means an increase in your potential support-stocking market! This means EXTRA customers, EXTRA sales, EXTRA turnover, EXTRA profits.

SPANFLEX stockings are made from LYCRA – the new miracle elastomeric fibre that's so sheer, stretching without effort and snapping back into perfect shape. Lycra ensures greater control with less weight, making it perfect for a very special kind of stocking like SPANFLEX.

Recommend SPANFLEX to all women suffering from tired, aching legs but who nevertheless care about the look of their legs.

HOW WE HELP YOU TO SELL SPANFLEX

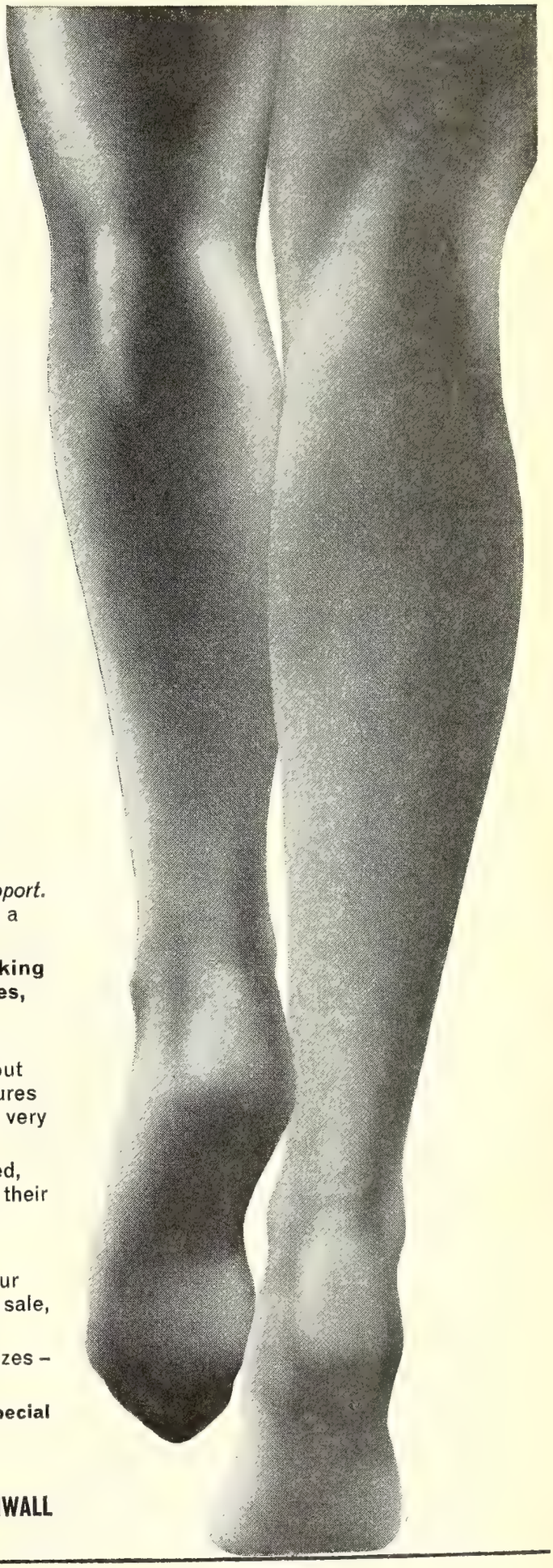
Attractive counter leaflets to tell the Spanflex story to your customers. Plus a space-saving showcard to clinch the sale, and an eye-catching display-outer.

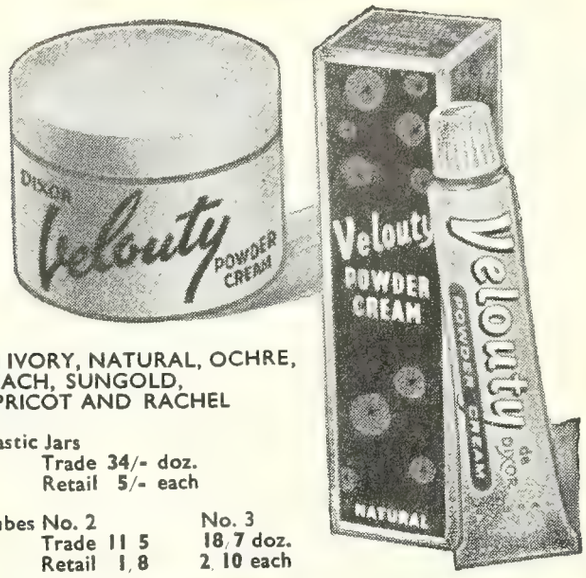
SPANFLEX are available in light or dark shades in three sizes – Small, Medium and Large.

***And the price?* 22/- to you, 33/- to your customers, with special terms for quantity.**

Put your order in NOW to

LASTONET PRODUCTS LIMITED, DEPT. CD.3. REDRUTH, CORNWALL



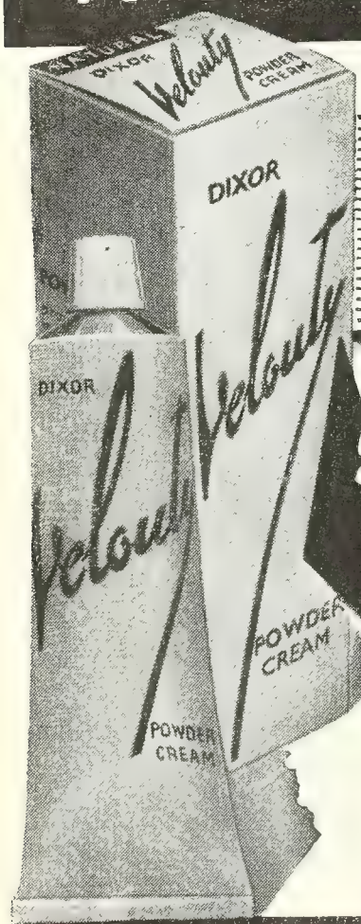


IN IVORY, NATURAL, OCHRE, PEACH, SUNGOLD, APRICOT AND RACHEL

Plastic Jars
Trade 34/- doz.
Retail 5/- each

Tubes No. 2 Trade 11 5 Retail 1, 8
No. 3 18, 7 doz. 2, 10 each

Velouty
de DIXOR
POWDER CREAM



Constantly advertised in Women's Magazines

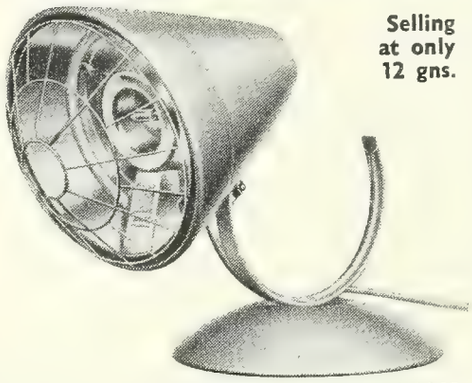
NATURAL PEACH & IVORY ONLY

Special LARGE TUBE

NO. 4 SIZE
Trade 36/8 doz.
Retail 5/6 each

DIXOR LTD. ST. LEONARD'S RD MORTLAKE. S.W.14

★ BEST SELLER!



Selling at only 12 gns.

Barber PRESCRIPTION HEALTH LAMP combined Ultra-Violet and Infra-Red

Health Master
★ A BARBER PRODUCT

★ This latest addition to the well known range of Health-Master health lamps is already establishing itself as a best seller. The most recent specifications and many new outstanding features, including combined ultra-violet and infra-red generators, have been incorporated into its design. Competitively priced at 12 gns. retail.

Order NOW from
BARBER ELECTRICAL SERVICES LTD.
The Airport, Weston-Super-Mare
el. 2700. Grams. BARBERLAMP Weston-Super-Mare.

model 641

HEALTH-MASTER

EXTRA-TAIL

FOR HORSE AND PONY

Complete Protection from Flies and other Insects

An established favourite with the equestrian public. "EXTRA TAIL" in the Aerosol Pack, the complete answer to the sad sight of continuous tail swishing. Spray the animals' heads and backs for instant protection. Can be used in the house, stables and byres too! A sure winner — get adequate stocks *now*. Retail price, Stable size 12 oz. 11/6. Pony size 6 oz. 6/6. Generous Trade Terms, free Sales Aids.

KALIUM PRODUCTS (REDDITCH) LIMITED
Redditch, Worcs.
Telephone: REDDITCH 4433

you can still enter the EYLURE 'treble chance' competition for chemists

LOTS OF EXCITING PRIZES MUST BE WON!

If you've missed the first draw in Eylure's great 'Treble Chance' competition—now's your opportunity!

Why 'Treble Chance'?
Because this is the second of three chances to win a prize—so there are still two chances left. If you enter both of them, you could win two prizes.

This is how it works: Attached to the new, 1966 Eylure showcards for lashes and nails you will find a simple but amusing puzzle on a reply-paid post card. Just circle the answer you consider correct, fill in your name and address and mail it back to us. That's all. Easy, isn't it? If your card is drawn, as eligible for a prize—an Eylure representative will call on you to see if you have *an Eylure Showcard and a display of Eylure products prominently on your counter. You must have such a display on view in your shop in order to qualify for a prize.* If you have an Eylure solus window display as well—you will receive two prizes! The competition will last another two months—and there will be two more prize-winning draws at the end of each month. So if you aren't lucky this time round you can still have one more chance of entering and winning. But don't forget the Eylure counter display—*without it you cannot win a prize!* All prize-winners will be notified at the end of each draw, and a full list will be available on request.

When are the draws? The first draw for the Eylure 'Treble Chance' competition took place on March 21st. The second draw will be on April 18th, and the third and final draw will be on May 16th.

There are two exciting Eylure Competitions for sales assistants too! First prizes will be long week-ends (Friday to Sunday) in the delightful Grand Duchy of Luxembourg—all expenses paid—for each winner and a guest. They'll be flown there and back by luxurious BRITISH EAGLE INTERNATIONAL AIRLINES—and spend two full days there, with various intriguing tours laid on. So, look out for Eylure's exciting competition for sales assistants.

How to make sure of your Eylure display material and 'Treble Chance' Entry Form: Just ask your Eylure representative or request them on your next order.

good luck!

The eyes will have it from April - Sept!

These ads will be seen in mass circulation Women's magazines and the popular Sunday press in the most consistent ever Advertising Campaign for OPTABS. Timed for the peak selling period for eye products.

Optabs *The Eye Lotion in tablet form*

BIGGER PROFITS — FASTER WITH OPTABS

Write: OPTABS LIMITED, Kemtheutic House, Grant Street, Bradford 3.

when you need glass containers quickly...

... ask your wholesaler for Beatson Glass

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(Crystals and Anhydrous)
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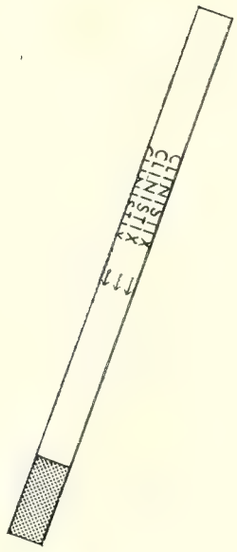

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Easier, faster CLINISTIX reagent strips enable
your mild maturity-onset diabetic patients to monitor
their control with a more convenient
10 second dip-and-read test for glycosuria.
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Division of Miles Laboratories Ltd., Stoke Court, Stoke Poges, Slough, Bucks.

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Centre of this expanding Village
ELEGANT SHOP, OFFICES and SELF-CONTAINED FLAT
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ATTRACTIVE GEORGIAN RESIDENCE
having Lounge, Kitchen, three Bedrooms, Cloakroom
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Particulars from The Secretary, The Edwards Estates Ltd., 63 Coleman Street, E.C.2. Tel.: MON. 8141, or from John D. Symonds & Co., 5 Chatsworth Road, Worthing, Sussex. Tel.: Worthing 623 C 1741

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Development comprises 24 shops in unopposed trading position.
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C 1743

APPOINTMENTS

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS
Dispensing Assistant
required in Group Pharmacy. Varied work and excellent experience in comprehensive pharmacy department. No duties on alternate Saturdays. Apply to Group Pharmacist. C 6903

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS
Senior Pharmacist
required in Group Pharmacy. Varied work and excellent experience in comprehensive pharmacy department. No duties on alternate Saturdays. Apply to Group Pharmacist. C 6904

CANADIAN RED CROSS MEMORIAL HOSPITAL, TAPLOW, Nr. MAIDENHEAD
Dispensing Assistant
required. Whitley salary. Applications from persons wishing to work part-time would be considered. Applications stating age, experience and two referees to Secretary. C 6912

DUNDEE ROYAL INFIRMARY
Pharmacist (Category V)
Applications are invited for the post of Pharmacist in this General Teaching Hospital. This appointment is additional to existing staff, and is allied to the opening of a Neurosurgical Department. Whitley Council salary and conditions of service. Apply stating age, qualifications, experience and names of two referees to the Chief Pharmacist. C 6880

GLENSIDE HOSPITAL, STAPLETON, BRISTOL
Dispensing Assistant
required. Salary according to age, £308 at 18, £467 at 22 or over plus £50 for holders of Certificate of Apothecaries or other approved qualifications. Eventual maximum £615 unqualified, £697 qualified. Improved scales awaited. Higher commencing salary may be payable to experienced applicant. Board residence if required. Applications giving full details and names of two referees should be sent to the Secretary. C 6923

KING GEORGE HOSPITAL, EASTERN AVENUE, ILFORD, ESSEX
Deputy Chief Pharmacist
Category V. Whitley Council salary and conditions of service. Apply to Group Secretary. C 6925

EASTER 1966

The latest date for acceptance of Classified Advertisements for the Issue of April 9 is **Not later than 4 p.m. on** Monday, April 4

MOORFIELDS EYE HOSPITAL
Dispensing Assistant
Applications are invited for the post of Dispensing Assistant. Interesting work in modern, well-equipped Department. Duties finish at 4.30 p.m. Monday to Friday; Saturday 1 p.m. with alternate Saturday free. Whitley Council salary scale and conditions of service. Applications to the Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 6917

MOORFIELDS EYE HOSPITAL
Senior Pharmacist
Applications are invited for the post of Senior Pharmacist to take charge of the Sterile Products Department in this Postgraduate Teaching Hospital. Interesting appointment in modern, well-equipped department with opportunity to assist in formulation problems. Duties finish at 4.30 p.m. Monday to Friday; Saturday 1 p.m. with alternate Saturday free. Whitley Council salary and conditions of service. Applications to Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 6918

NORTH MIDDLESEX HOSPITAL, EDMONTON, N.18
Senior Pharmacist
required in modern Group Pharmacy. Part-time appointment also considered. Applications stating age, experience and the names of two referees to the Secretary. C 6919

QUEEN CHARLOTTE'S MATERNITY HOSPITAL
Locum Pharmacist
required immediately to fill vacancy within establishment.
Locum Pharmacist
required from April 25—May 14 during annual leave of staff Pharmacist.
Applications to Chief Pharmacist, Queen Charlotte's Maternity Hospital, Goldhawk Road, W.6. C 6875

QUEEN CHARLOTTE'S MATERNITY HOSPITAL
Pharmacist
required for established post. Accommodation in a Nurses' Home may be available if required.
Applications to Chief Pharmacist,, Queen Charlotte's Maternity Hospital, Goldhawk Road, W.6. C 6874

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1
Locum Pharmacist
required at this hospital. Salary £24 13s. 6d. per week. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 753

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1
Senior Pharmacist
required for the Out-Patient Department of the above Hospital. This is a congenial post for a person who enjoys dealing with patients and medical and nursing staff and who wishes to keep abreast of the latest developments in drug treatment. Salary on the scale: £1,040 + £40 to £1,160 + £45 to £1,295 plus London Weighting and Higher Qualification allowance. Evening Clinic weekly for which a payment of £2 8s. 9d. is made. Applications to the Chief Pharmacist. C 775

ROYAL FREE HOSPITAL, LAWN ROAD BRANCH, N.W.3
Pharmacist
required for the above hospital. The post would suit a married woman living in the area and hours might be adjusted by mutual arrangement. Salary (full-time) on the scale £995 + £40 to £1,155 + £45 to £1,200 p.a. plus London Weighting and Higher Qualification allowance. Applications to the Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 769

SOUTHMEAD HOSPITAL, BRISTOL
(643 beds)

Applications are invited for the following appointment:—

Pharmacist

Salary scale £955—£1,200. This post offers wide experience.

Applications stating age, training, etc., to be sent to the Group Secretary, Southmead Hospital, Bristol. C 6867

ST. HELIER HOSPITAL, CARSHALTON, SURREY
(Category V)
Pharmacist

Applications invited for post of Pharmacist for group Pharmaceutical Department which is shortly moving into new accommodation. Whitley Council Salary Scale and conditions of Service. London Weighting. Applications giving details of experience, etc., with names of two referees should be sent to the Group Pharmacist at above address. C 6883

ST. MARY ABBOTS HOSPITAL, MARLOES ROAD, KENSINGTON, W.8
Pharmacist or
Experienced Dispensing Assistant

required full-time immediately. Pleasant working conditions in modern department. Hospital conveniently situated near Kensington High Street and Earl's Court. Accommodation available for female applicant. Applications to House Governor, St. Mary Abbots Hospital, Marloes Road, Kensington, W.8. (Enquiries to Chief Pharmacist, Western 8201, Ext. 8.) C 774

THE LONDON CHEST HOSPITAL
Locum Chief Pharmacist

(Category II) required for all or some of the following periods:—
May 2nd—May 14th 1966; June 13th—June 25th 1966; August 29th 1966—September 10th 1966.
Whitley Council Scale (£28 7s. per week). Apply: House Governor, London Chest Hospital, Victoria Park, E.2, immediately. C 6924

VICTORIA CENTRAL HOSPITAL, LISCARD ROAD, WALLASEY, CHESHIRE
Locum Senior Pharmacist

Holiday relief, for two weeks commencing 20th June, 1966. Applications to Administrative Officer. C 6913

VICTORIA CENTRAL HOSPITAL, MILL LANE, WALLASEY, CHESHIRE
Locum Pharmacist

for holiday relief. Applications to Hospital Secretary. C 6899

SITUATIONS VACANT

RETAIL (HOME)

EALING, W.5. Superintendent pharmacist for new company. Directorship offered, with good salary and bonus based on turnover. Large new premises nearing completion, pleasantly situated in residential area in excellent position with high potential. Successful candidate will be consulted in planning and layout. Box C 1712.

LADY OR GENTLEMAN PHARMACIST required to manage Hayes, Middlesex, branch. No rota or Sunday duties or book-keeping. Comfortable flat. Middle-class business. Salary and commission. State usual details to Meads Wembley Pharmacy, Ltd., 27 Wembley Hill Road, Wembley, Middlesex. C 1737

JERSEY, C.I.—Young Pharmacist required for summer season May to October.—Write, giving full particulars, and enclose a recent photograph.—Senett & Spears Ltd., Charing Cross, St. Helier, Jersey, C.I. C 1738

PHARMACIST REQUIRED to convert drug store to pharmacy. Male or female, any arrangement considered. Good prospects. Two miles from Beaconsfield. Apply Box C 1740.

UNQUALIFIED Male Dispensing Assistant, £20 per week basic for first-class male experienced dispensing assistant. Full supporting staff. C. S. Nash (Chemists) Ltd., 190 Stamford Hill, N.16. STA. 2813. C 1744

WORCESTER. Superintendent Pharmacist required for modernised shop. Salary by mutual agreement. For further details apply to: W. H. Taylor (Worcester) Ltd., 41 The Tything, Worcester. C 1736

WHOLESALE

ALLEN & HANBURYS LIMITED
have a vacancy for an experienced
HOSPITAL REPRESENTATIVE
in SOUTH EAST ENGLAND

The post offers a challenge to a male Pharmacist with drive, initiative and ambition. A good salary and all expenses will be paid and a car is provided. The post is pensionable. Applications giving full details of age, qualifications and experience should be sent to the Personnel Manager, Allen & Hanburys Ltd., Bethnal Green, London, E.2, and should quote ref. no. H.R.15.

C 6872

Riker

RIKER LABORATORIES require several Pharmacists for positions in process development and production departments.

The posts will appeal to young men newly qualified wishing to complete their practical training or those having some industrial experience. As well as providing the opportunity of working in challenging technical fields the posts will provide experience in production administration.

The Company offers excellent working conditions and terms of service and the rate of expansion envisaged is such that there are excellent prospects of advancement.

Applicants should write in the first instance to the Manager, Personnel Department, Riker Laboratories, Morley Street, Loughborough.

C 6920

WHOLESALE (OVERSEAS)

OPPORTUNITY FOR
PRODUCTION PHARMACIST

A suitably qualified man with experience in the full-scale manufacture of fundamental proprietary medicines and tablets is required by a British Public Company for their factory in Nigeria. Applicants with a knowledge of basic cosmeticology would have an added advantage.

Duties will cover formula development, quality control and production supervision.

To those seeking a career in a new expanding market this appointment offers scope for initiative and responsibility in a growing organisation. It also commands good emoluments, free furnished accommodation and generous paid holidays.

Applications, which will remain confidential, should be sent to:

BOX C 6878

Situations Vacant—Continued

OVERSEAS

VACANCY AT NAIROBI during July for Pharmaceutical Chemist. Good salary, passage paid, no rotas. Plenty of sun, sport, hunting, swimming, etc., after hours and plenty of work during working hours. Nairobi is the central stable busy capital of Kenya. Director will be coming to England in May and June to interview applicants. Please apply Box C 6901.

WHOLESALE

A CAREER IN

PHARMACEUTICAL DISTRIBUTION

Pharmacists, aged 25-35, are invited to apply for the position of Assistant Managing Pharmacist at one of our London Depôts. Experience in retail and/or hospital practice essential and must be interested in business methods and organisation. This post is progressive and can lead to promotion to Managing Pharmacist. Salary according to age and experience. Three weeks' holiday per annum and staff pension scheme in operation. Comfortable working conditions.

Apply in first instance giving full particulars of career to:

F. Booth, Esq., M.P.S., MACARTHYS LIMITED, Chesham House, Chesham Close, Romford, Essex

C 6911

EXPERIENCED REPRESENTATIVE

required for territory consisting of:—
Part London and East Anglia.
Reply in confidence to:—
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C 6908

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C 1745

MANAGER REQUIRED for wholesale chemists, South London. Must have enthusiasm and drive. Apply stating age, experience and salary required to Box C 1748.

SENIOR SALESMAN REQUIRED to expand selling capacity of Toilet Manufacturers with outstanding promotion prospects, willing to travel. Applicant should reside within easy reach of London. Best references only, state age, salary, and experience, to:—Cosmetique Vigdor (Londres) Ltd., 40 Lyon Street, London, N.1. C 6921

STAYNE LABORATORIES LIMITED. Young lady required immediately for routine duties in laboratory attached to production department. Good rate of pay. Short hours. No Saturdays. Suit young lady with some dispensary experience. Qualifications not necessary. Apply personally or by letter to:—Stayne Laboratories Limited, Hillbottom Road, Sands, High Wycombe, Bucks. Telephone: High Wycombe 25721. C 6914

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are looking for a

MEDICAL PIONEER

A man who combines a variety of unusual skills enabling him to create and fashion new and original

APPLICATORS FOR MEDICINES

The effectiveness of a medical preparation is often determined by the technique of application

HE WILL PIONEER

1. the design of applicators to suit the needs of the Doctor and Patient.
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We would describe this rare bird as an

INVENTIVE PHARMACIST

who has a passionate interest in devising gadgets and making them work and who will enjoy pioneering a new field.

Write to:
P. Devlin Staff Manager Winthrop Laboratories Edgefield Avenue Fawdon Newcastle upon Tyne 3

C 6922

Parke-Davis offer PHARMACISTS a progressive career

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We should like to tell YOU all about the advantages offered by the Company.
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Parke-Davis & Company
Staines Road, Hounslow
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Hounslow 2361

100th ANNIVERSARY

BETTER MEDICINES FOR A BETTER WORLD

C 771

PHARMACEUTICALS DIVISION

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Tablet Coater

(Experimental Officer)

Due to continuing expansion we have a further vacancy for an experienced tablet coater at our new Works at Macclesfield, Cheshire.

The successful applicant will be engaged on a wide variety of coating work which will call for the full exercise of all his skill.

This is a staff appointment and carries with it attractive conditions of employment including assistance to married men in removal and house purchase.

Please write with brief details of your age and experience to:

R. B. Poots, Personnel Department,
IMPERIAL CHEMICAL INDUSTRIES LTD.,
Pharmaceuticals Division,
Macclesfield Works, Hurdsfield Industrial Estate,
Macclesfield, Cheshire

C 6915

AGENTS

AGENT REQUIRES first-class agency. For Lancashire and Cheshire. Reasonably established lines only. Existing accounts taken over to join own substantial connection. Calling on chemists. Box C 1724.

FIRST-CLASS AGENTS required by nationally known and progressive toiletry and hair-care manufacturer. Must be well introduced to chemists and stores, etc. Territories: City and East London, Eastern Counties, North-east and North-west Counties, Lancs, Cheshire, West and South-west Counties and Wales. Apply with all details, in confidence to: "Sales Director," Box C 6876.

ETHICAL COMPANY wishes to appoint a sole agent in Eire for their products, which are already in steady demand. Only firms able to give a full distributive service, please, write Box C 6926.

MANUFACTURER of absorbent cotton wool and cotton wool products requires the services of an active agent for the Midlands area to visit present accounts and develop large potential market. Apply Box C 1739.

WE are U.K. distributors of de luxe French perfumery successfully test marketed and now on the brink of exciting expansion.
YOU are top agents selling exclusively to stores and chemists.
TOGETHER we shall attack the market successfully supported by national advertising and full range of sales aids.
RESULT growth with young organisation, satisfaction of job well done, remarkable increase in bank balance through our generous commissions.
WRITE now with fullest details to Box C 6916.

WANTED

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8. C 140

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THE TRADE MARKS set out below were assigned on 25th February, 1966, *in so far as concerns the right to the exclusive use of the trade mark in relation to goods for export from the United Kingdom to and sale in Aden, Gibraltar and the Fiji Islands*, by Chesebrough-Ponds Limited of Victoria Road, Willesden, London, N.W.10, to Chesebrough-Ponds Inc. of 485 Lexington Avenue, New York, U.S.A, *WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH THEY WERE THEN IN USE.*

Regd. No.	*Mark*	*Goods*
369904	ODORONO	All goods included in Class 48, except toilet cooling lotions for external use.
387179	ditto	Chemical substances prepared for use in medicine and pharmacy.
501099	ditto	Chemical substances used for agricultural, horticultural, veterinary, and sanitary purposes.
560654	ditto	All goods included in Class 48 but not including mouth washes, dentifrices, gargles or breath deodorisers.
568582	ODO-RO-NO ICE and Device	A toilet preparation for use as a skin deodorant and for preventing excessive perspiration.
775605	ODO-MATIC	Perfumes, toilet preparations (not medicated), cosmetic preparations, depilatory preparations, toilet articles (not included in other classes), sachets for use in waving the hair, soaps and essential oils, but not including mouth washes.
775606	ditto	All goods included in Class 5.
845307	ODO-RO-NO Stay Fresh	Deodorants and Anti-perspirants.

C 1746

TRADE MARK No. B698163 consisting of the word "Q-TIPS" and registered in respect of "Swabs consisting of sanitary absorbent cotton, attached to the end of a small piece of wood" was assigned on 25th February, 1966, *in so far as concerns the right to the exclusive use of the trade mark in relation to goods for export from the United Kingdom to and sale in Aden, Gibraltar and the Fiji Islands*, by Q-Tips (Great Britain) Limited of Victoria Road, Willesden, London, N.W.10, to Chesebrough-Ponds Inc., of 485 Lexington Avenue, New York, United States of America: *WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH IT WAS THEN IN USE.* C 1747

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FOR YOUR REQUIREMENTS OF:— Tetracycline, Quinine Salts, Quinidine Salts, Isoniazid B.P., Ephedrine HCl., Chloramphenicol Salts, Thiamin HCl., Phenolphthalein, Strychnine Sulphate, Stilboestrol, kindly contact: Mesco Laboratories, Limited, 10 Holywell Lane, London, E.C.2. Cables: Ascendo — London, E.C.2. Telephone: SHOreditch 2185. C 773

TENDERS

TENDERS are invited for the supply of

SURGICAL DRESSINGS

to a number of Hospital Management Committees in the Leeds Region for a period of twelve months commencing 1st July, 1966.

FORMS OF TENDER may be obtained from the Supplies Officer, Leeds (A) Group Hospital Management Committee, St. James's Hospital, Leeds, 9.

CLOSING DATE for the submission of tenders is MONDAY, 18th April, 1966.

H. INMAN,
Secretary to Leeds (A) Group H.M.C.
St. James's Hospital,
Beckett Street,
Leeds, 9. C 6895

You may now **TELEPHONE** your classified advertisement

CEN 6565

by 4 p.m. Tuesday for same week, subject to space available

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C&D

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Please send me ..... Tablet and Capsule Identification Guide(s) @ 20/- each. Remittance for..... enclosed.

NAME.....

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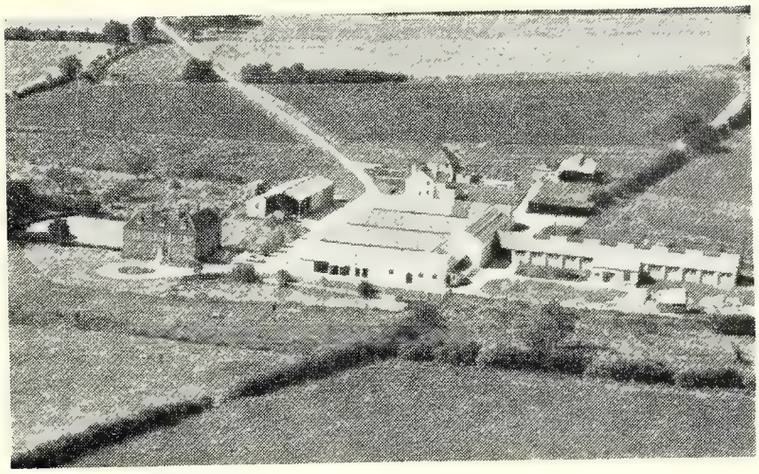

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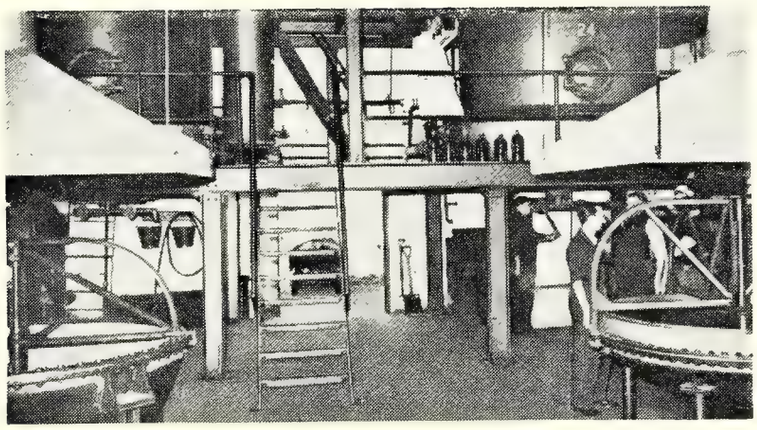

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CHEMIST AND DRUGGIST

APRIL 9 1966

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2/11 per tube

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'AVOMINE' *

for the prevention and treatment of travel sickness

2/6 for 10 tablets

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M&B *brand Medical Products*

Summer bonus terms 10 for the price of 9 available until August 31, 1966

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MA1930A

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SNP Monograph No. 2

WELLDORM

WELLDORM (Dichloralphenazone B.P.)

NON-BARBITURATE HYPNOTIC & SEDATIVE

WELLDORM, a complex of chloral hydrate and phenazone, is a safe, non-barbiturate sedative and hypnotic. Welldorm has the same clinical action as chloral hydrate, but is easy and pleasant to take. It can be given as tablets or a pleasant-tasting elixir.

Welldorm is remarkably free from side-effects and in normal doses does not affect cardiac or respiratory function. Welldorm does not cause constipation and rarely causes gastric discomfort.

INDICATIONS

Insomnia Welldorm is indicated for all kinds of insomnia, especially when aggravated by slight pain or fever. Hypnotic doses do not cause hangover next morning.

As a Daytime Sedative Regular sedative doses of Welldorm calm the anxious or excitable patient without making him feel tired, or depressing mental acuity.

Neuroses and Psychoses For daytime sedation of the tense, anxious patient, Welldorm is safer than tranquillisers or barbiturates.

Welldorm is a reliable routine sedative for most types of psychotic patient—on admission, during treatment and in convalescence. It may be given for long periods without habituation, and may be used to wean patients from barbiturates. Treatment with Welldorm can be stopped without giving rise to withdrawal symptoms.

The use of Welldorm instead of barbiturates lessens the risk of accidental or suicidal overdoses in unstable or emotionally disturbed patients.

In Obstetrics Welldorm is an ideal sedative during labour, to calm the patient and gain her co-operation. It does not cause the respiratory depression of the barbiturates, either in the mother or the foetus. Welldorm is favoured equally by the patient and the midwife, who appreciates the convenience of tablets instead of mixtures of chloral hydrate.

For Infants, Children and Adolescents Either as tablets or the palatable Elixir, Welldorm is better tolerated by children than chloral hydrate. Because of its additional analgesic effect, Welldorm is excellent during teething. Unlike barbiturates, Welldorm does not provoke restlessness or hyperexcitability in children. For the adolescent, Welldorm fulfils the need for a drug that does not lend itself to misuse, nor tend to cause addiction.

In Geriatrics Welldorm, in contrast to the barbiturates, does not cause confusional states in old people; nor is it constipating. It can be taken for long periods without building up dependence.

DOSE	AS A SEDATIVE	AS A HYPNOTIC
ADULTS	One 10 grain tablet 3 or more times daily as required.	2 or more 10 grain tablets 20 minutes before bedtime.
CHILDREN	One 2½ grain tablet (or one teaspoonful of Elixir) 3 or more times daily	2 or more 2½ grain tablets (or teaspoonfuls of Elixir) 20 minutes before bedtime.
FOR INFANTS AND IN OBSTETRICS	Calculate on the basis that 1 grain of Welldorm is equivalent in hypnotic and sedative effect to 1 grain of chloral hydrate.	

Welldorm tablets should be swallowed whole with water, not chewed nor allowed to dissolve in the mouth.

PRESENTATION

Tablets

10 grains (650 mg.): containers of 25 & 250.

2½ grains (150 mg.) PAEDIATRIC: containers of 25 & 500.

Elixir

2½ grains (150 mg.) per teaspoonful.

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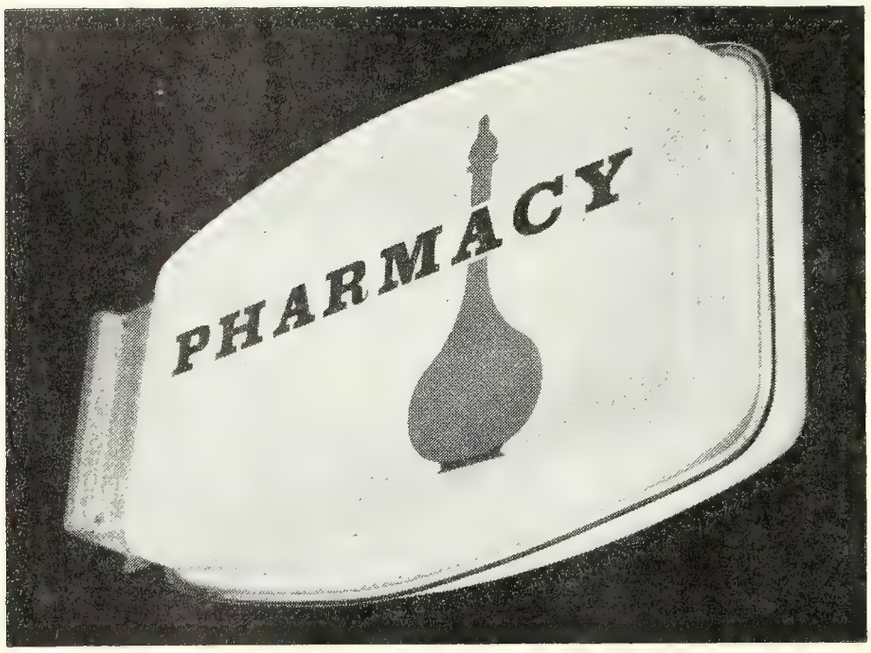

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J. Irish Med. Assoc., 1965, **57**, 71.

DURATION OF ACTION

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PRESENTATION

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INDEX TO ADVERTISERS

Abbott Laboratories, Ltd. ..... Interleaved Edit., 14
Allen, Stafford, & Sons, Ltd. 5
Askit, Ltd. 22
Ayrton Saunders & Co., Ltd. ..... Interleaved Edit., 13

Box, W. H., Ltd. 4
Brandt, R., & Co. (Mfg.), Ltd. 8
Burrough, James, Ltd. 4
Burroughs Wellcome & Co. ..... Price List Sup., page 1

CIBA Laboratories, Ltd. ..... Interleaved Edit., 18
Clay & Abraham (Mfg.), Ltd. 4
Collapsible Tube Co., Ltd. 12
Continental Cosmetics, Ltd. ..... Interleaved Edit., 15
Corre, A., & Son, Ltd. ..... Price List Sup., page 9
Cox, Arthur H., & Co. 8
Crystal Products, Ltd. (Gala of London) Interleaved Edit., 16, 17

Davenport, J. T., Ltd. 8
dott. Inverni & Della Beffa, S.p.A. ..... Cover iii
Duncan, Flockhart & Evans, Ltd. 3

Eustace & Partners, Ltd. 12

Heron, John, Ltd. 22

Johnson & Johnson (Great Britain), Ltd. 7

Litesome Sportswear, Ltd. ..... Cover iv
Lombard Banking, Ltd. ..... Interleaved Edit., 13

Macfarlan Smith, Ltd. ..... Cover ii
Manesty Machines, Ltd. 10
Medopharma, Ltd. 22

Newalls Insulation & Chemical Co. ..... Interleaved Edit., 20

Optabs, Ltd. 21

Pharmaceutical Specialities (May & Baker), Ltd. Front Cover
Photo Laboratories, Ltd. 24
Pyser Britex (Swift), Ltd. 7

Silber, J. J., Ltd. ..... Interleaved Edit., 19
Smith & Hill (Chemists), Ltd. 10
Smith & Nephew Pharmaceuticals, Ltd. 1
Soffe Bros., Ltd. 2
Spring Grove Laundries, Ltd. 11

Tampax, Ltd. 23
Tedson Thornley & Co., Ltd. 10
Triangle Trust (1949) Fund 4

Warenzeichenverband Pharmazeutischer Und Chemischer Erzeugnisse E.V. 6

Zeal, G. H., Ltd. 24

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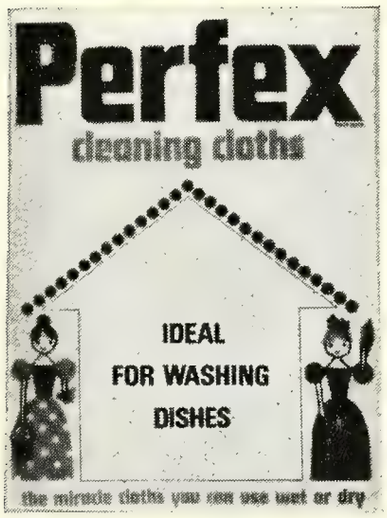

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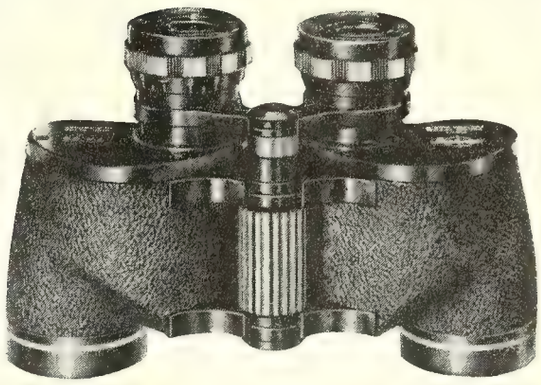

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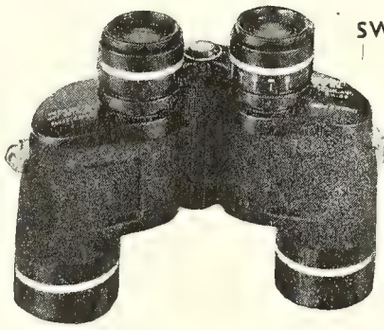

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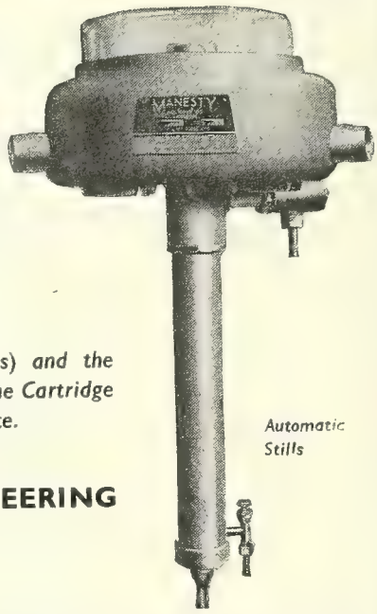

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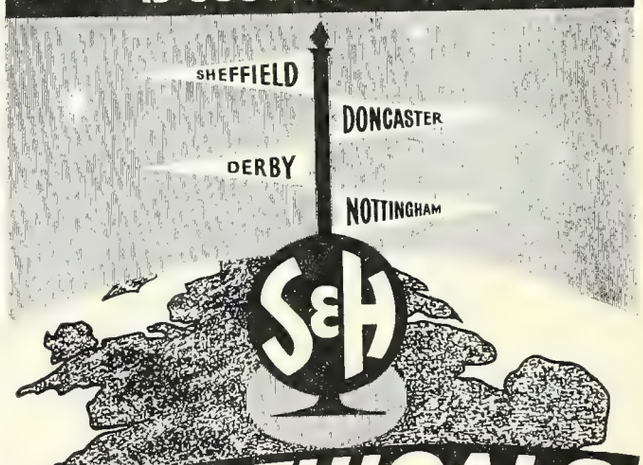

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Volume 185 April 9, 1966 No. 4495

CONTENTS

£100 an Ounce for Morphine 350
Action on Tariffs Urged 358
Any Business Questions ? 361
Branch Events 364
Correspondence 358
COUNCIL CANDIDATES
Election Statements 354
Leading Articles:
Dosage Problems 359
Overseas Trade in Pharmaceuticals ... 359
New Books 361
New Pfizer Prices 353
New Products and Packs 352
Symposium on Dosage of Medicines ... 362
Topical Reflections 349
Western Pharmacists' Dinner (Cartoon) 365
What Place for the Hospital Pharmacist? 360

Bonus Offers 351
Business Changes 351
Business Efficiency ... 369
Coming Events 369
Commercial Television ... 370
Company News 350
Contemporary Themes ... 369
Deaths 351
Information for Manufacturers 368
Irish News 348
Legal Reports 350
Marriages 351
News in Brief 349
News of the Week ... 347
Overseas Visits 351
Personalities 351
Pharmacist's Anthology ... 361
Print and Publicity ... 369
Sport 349
Trade Marks 368
Trade Notes 351
Trade Report 366
World Trade 370

Index to Advertisers, p. 4. Classified Advertisements, p. 26.

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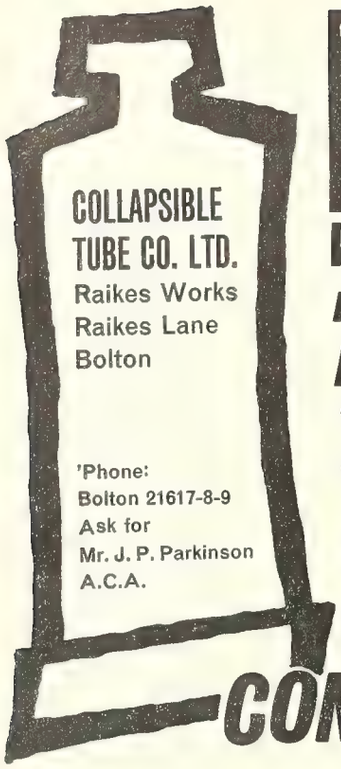

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LAYLA
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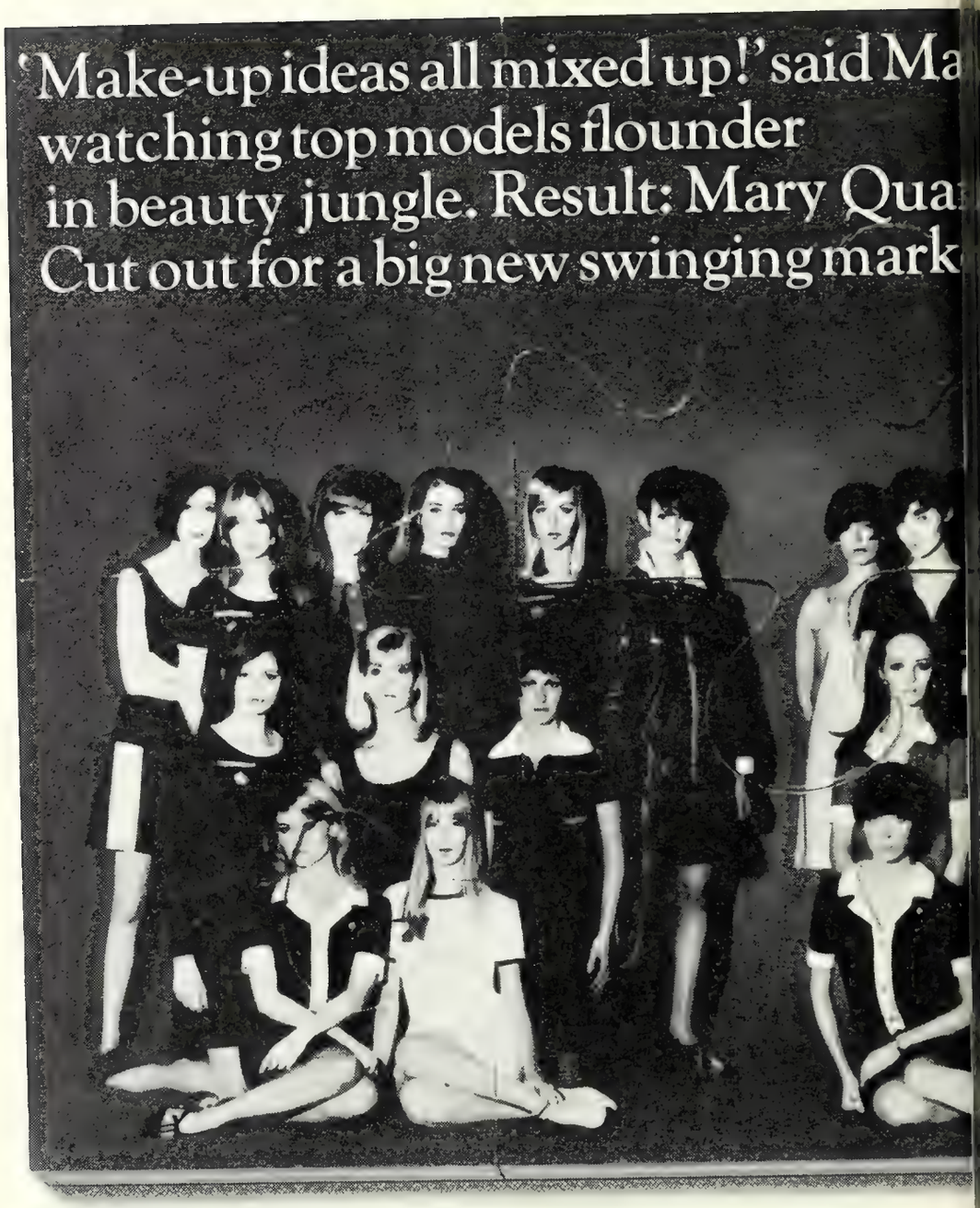
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Halina

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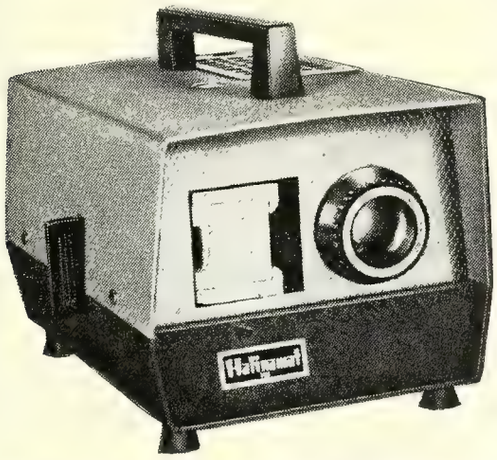

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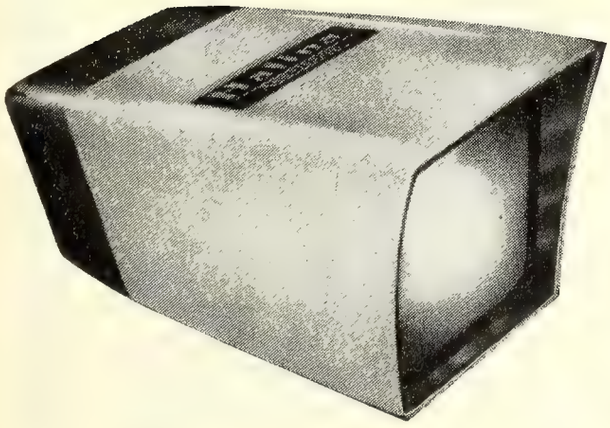

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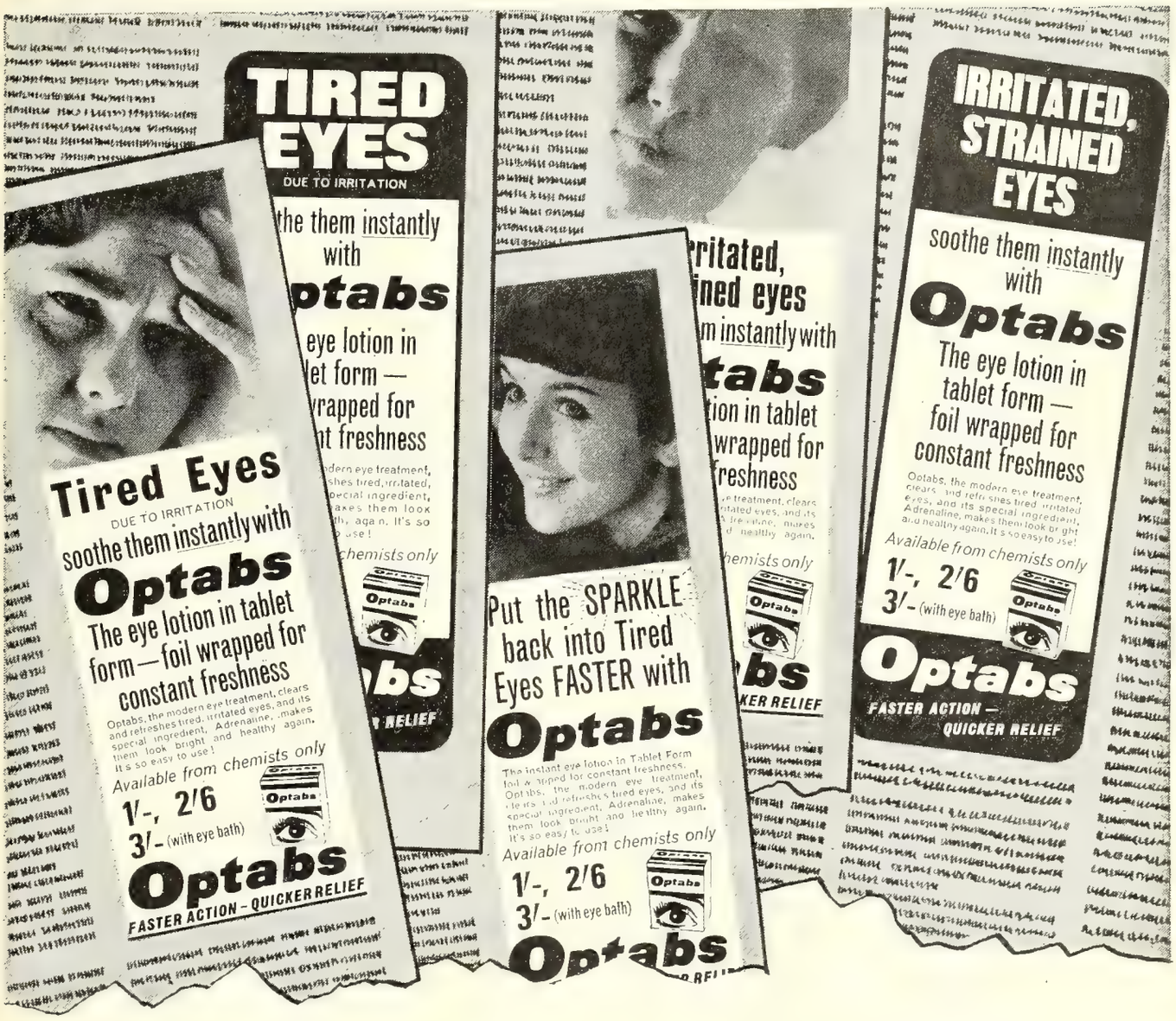

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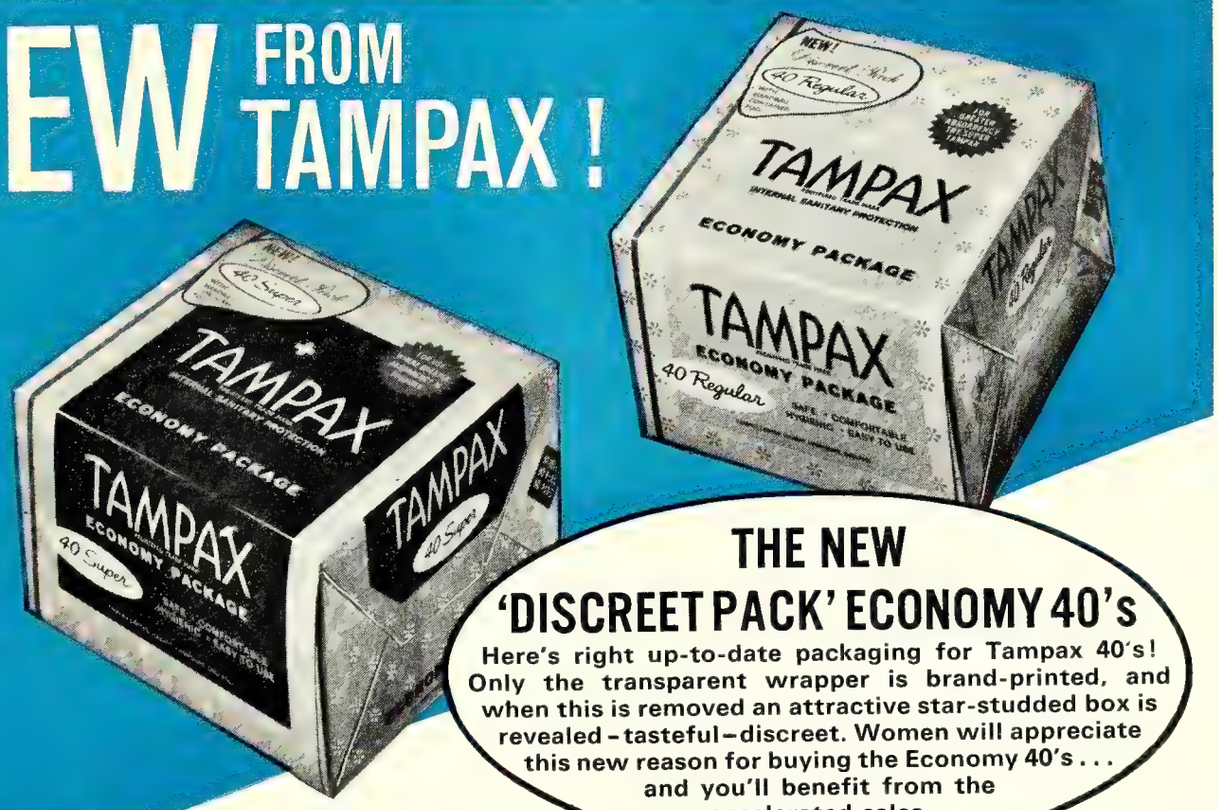

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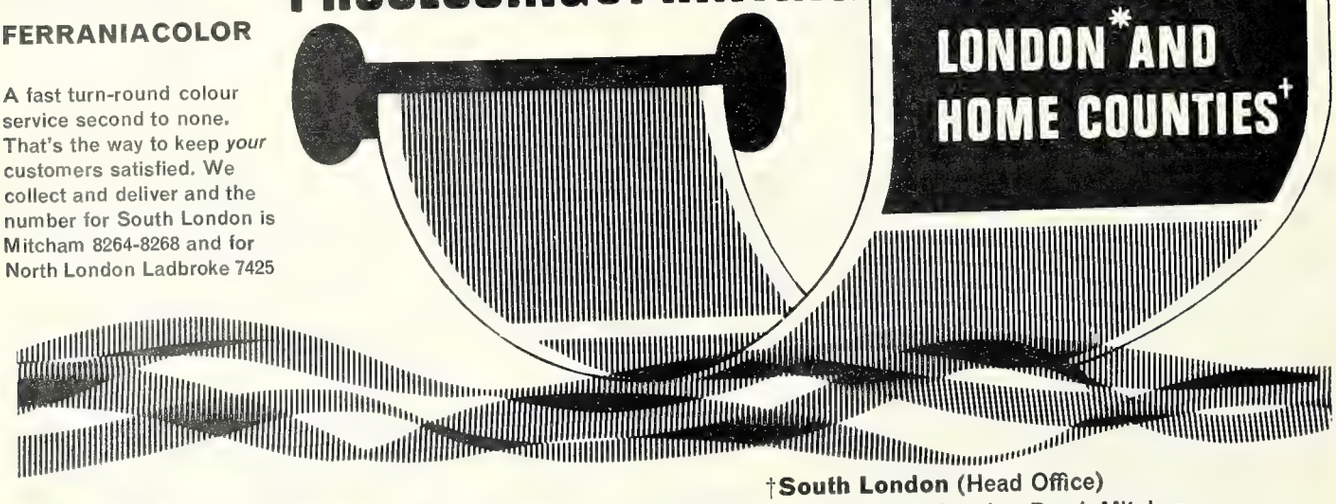

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Raubasine
Rauwolfia Total Alkaloids
Rescinnamine
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Reserpine
Carbethoxysyringoyl-methyl reserpate

Others
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C&D
CHEMIST AND DRUGGIST
APRIL 9 1966

LITESOME
ON TOP OF THE WORLD

LITESOME Sportswear LIMITED

MANUFACTURERS OF THE FAMOUS

LITESOME SUPPORTERS

ANNOUNCE THAT

with effect from APRIL 1st 1966 the distribution of Litesome Supporters to the pharmaceutical, surgical and Chemist Retailer trades will be made through Wholesalers and not, as previously, through Messrs. Fassett and Johnson Ltd.
If any difficulty is experienced in obtaining your supplies of LITESOME SUPPORTERS (which should not be the case) please write to DIRECTOR/GENERAL MANAGER.

LITESOME SPORTSWEAR LTD · KEIGHLEY · YORKS

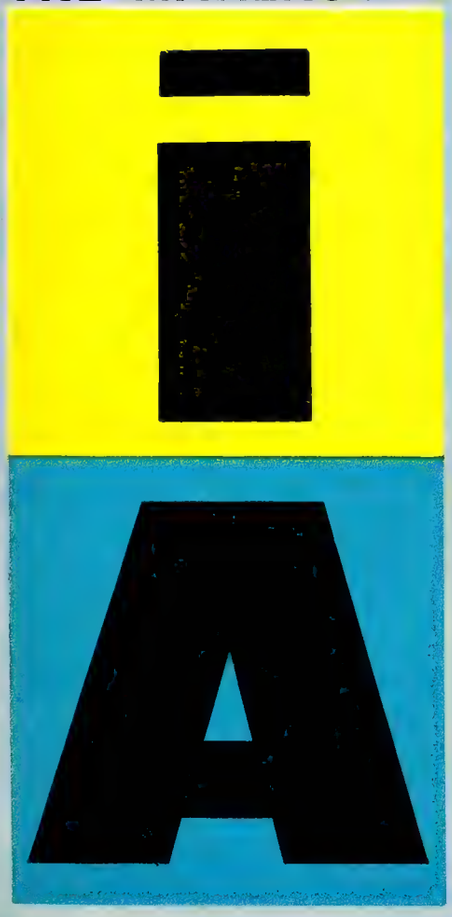
Telephone Keighley 2453

C&D

CHEMIST AND DRUGGIST

APRIL 16 1966

THE MAKERS OF



range of proprietary and ethical products, **now offer** an entirely new liquid filling service to the trade

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- Large Scale Manufacture Undertaken

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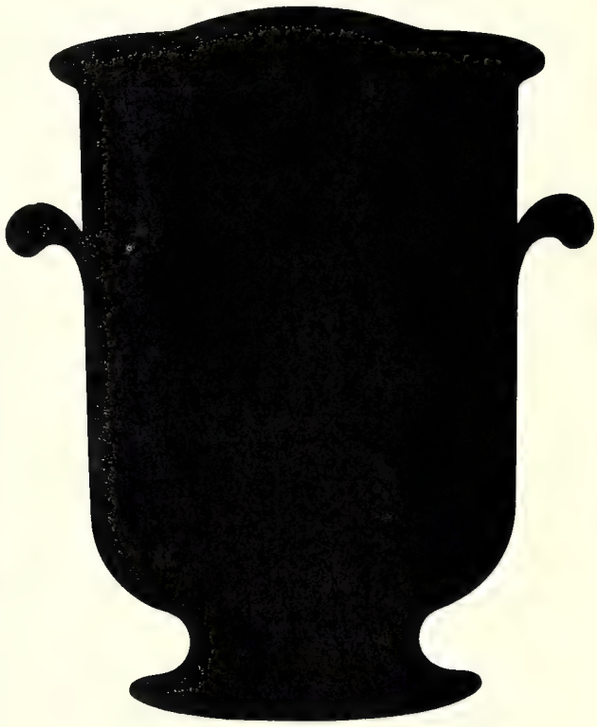
lock, stock, barrel & leech jar...



For the past 150 years the firm of Philip Harris has been in the heart of Birmingham, where it best served the needs of its many and varied Customers.

Medical Science has progressed far since the original Philip Harris used his Leech Jar at his premises in the Bull Ring. In this modern era of antibiotics Philip Harris has found that growing congestion in the City Centre has made it difficult to provide that service on which its reputation has been founded.

They have now moved from an old and inadequate building, to modern custom built Premises, where, in new Showrooms and Warehouses, using modern techniques, the requirements of the Professions can be handled with speed and efficiency by experts.

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MEDICAL LTD

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Comby

We are proud to announce that we have been granted sole distribution rights for the United Kingdom of the world famous MATADOR vulcanite hard rubber combs which are saw-cut and hand finished with superb polish. These combs are sold in 70 countries to millions of satisfied customers. A range of 72 patterns is available.

ORDER FROM YOUR WHOLESALER

MATADOR

Illustrated catalogue supplied free on request to:

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Tel: MAlda Vale 7357

A

Dippity-do

is selling like crazy!

—so now Toni are going crazy too

CRAZY Extra Bonus 12 invoiced as 11, now until May 4th. 5/11d. extra pro t per dozen over and above your normal margin. Minimum order 3 dozen.

★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★

CRAZY Extra T.V. Advertising now doubled and running continuously until the end of July.

★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★

CRAZY Surprise Display Dippity-do in the special counter merchandiser. Until April 30th the Toni Mystery Shopper will award you £5 if he calls at your shop and finds the unit on display.

★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★

CRAZY Product too Two exhilarating colours. Shimmering Pink for normal holding and Cool Green for extra holding, and only 5/11d. for months and months supply.

Don't you be crazy

SEND this coupon to us. Now! Before your customers stampede your shop.

THE TONI COMPANY,
HAWLEY LANE, FARNBOROUGH, HANTS.

I want to stock Dippity-do and make enough profit to retire.

Please send me
.....dozen Regular
..... dozen Extra Holding

and invoice me at special deal terms.
(Minimum order 3 dozen assorted.)

NAME .....

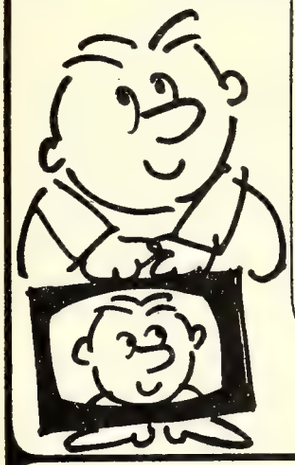
ADDRESS .....

.....

..... C.D.

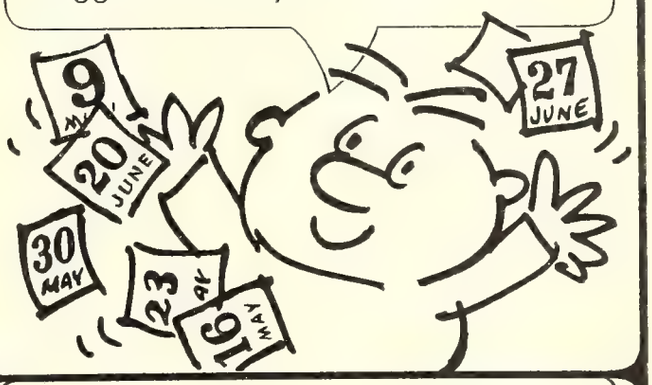
'Look what we won
from KLEENEX'

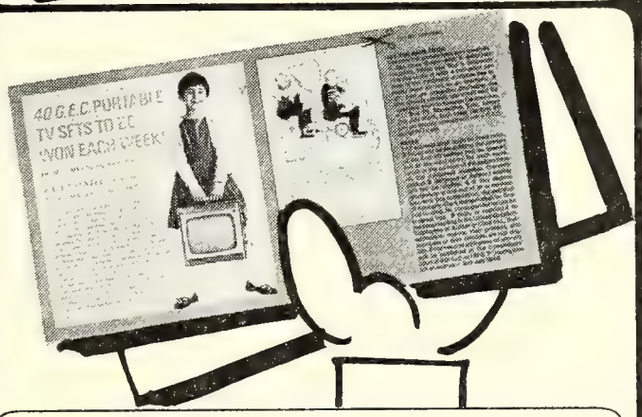
'A portable TV set by G.E.C.!'
There are 40
to be won
each week
in the
GREAT
KLEENEX
TV
CONTEST



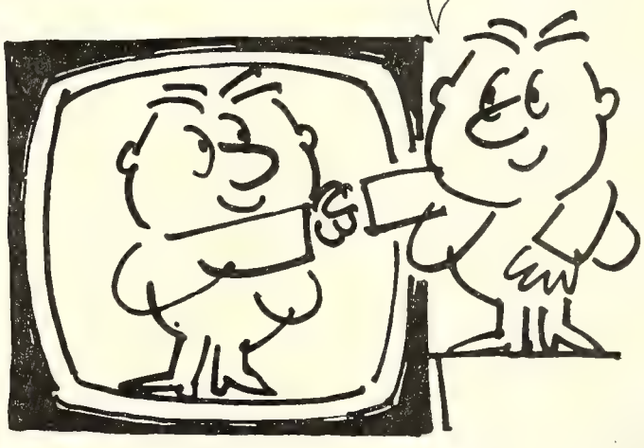
Yes—40 people *each week* will win a G.E.C. portable TV set in the Great **KLEENEX TV CONTEST**

And this promotion starting 9th May will last for **EIGHT PRIZE-WINNING WEEKS** until 2nd July—for *sustained consumer interest and bigger sales for you !*



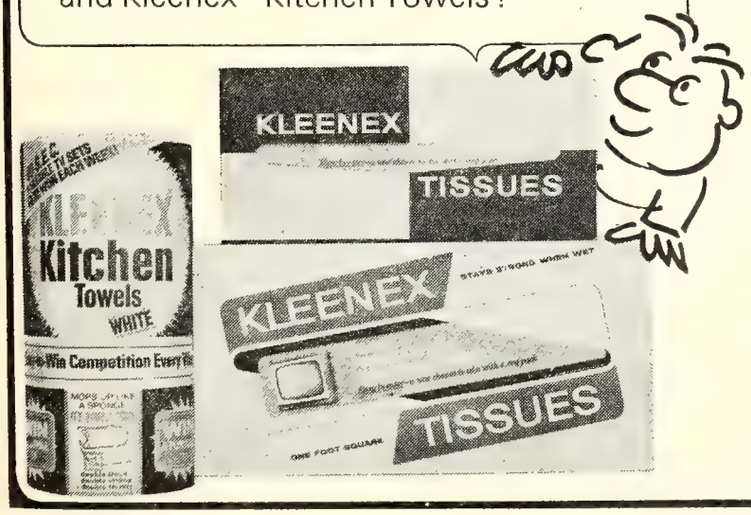


Great supporting campaign on TV—lively 15-second spots seen up to 10 times by your customers.



There's a new chance to enter this easy contest with every special Kleenex pack—AND THAT MEANS **SALES SOAR—AND STAY UP HIGH!**

STOCK UP NOW with Kleenex for Men, Kleenex★ regular tissues, Kleenex handy and Kleenex★ Kitchen Towels !



And 8 weeks of promotion excitement give you 8 weeks of TERRIFIC SALES—make it really worth while to stock up and display, NOW!

★ *Regd. trademark Kimberly-Clark Corp*

KIMBERLY-CLARK

NORDIA
SHOPFITTERS TO THE SUCCESSFUL

CAN PUT PROFIT BACK IN YOUR PHARMACY

It costs nothing to let Nordia tell you how we think your shop can be improved, your turnover increased, and what capital outlay is necessary. The service by Nordia's shopfitting consultants—including a modernisation scheme prepared for your business specifically—is friendly and free. Make use of it right away.

I want to know more about the Nordia System of Selling

name _____

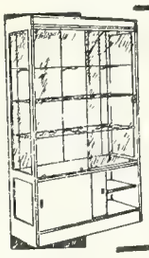
address _____

CD/1/66

LEEDS ..... 25 Wellington Street, Leeds. Tel: Leeds 35821
LONDON .... 94 Baker Street, London W1. Tel: Welbeck 9296
DUBLIN .... 94b Lr. Drumcondra Road, Dublin 9. Tel: 371129

THE FABULOUS 'NERON'
ULTRA VITALUX & INFRA RED

PRESCRIPTION LAMPS
BY "OSRAM" GMBH., GERMANY
V-DEVELOPMENT LTD
22, CLIFTON RD. W.9



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IN
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PHARMACY FITTINGS, COUNTERS, ETC.
Enquiries invited
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175-9 OLD STREET, LONDON, E.C.1
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Powerful NATIONAL ADVERTISING
AGAIN THIS YEAR
will keep these products as "Top Sellers"!

SUSIE'S PERFECT DRY CLEANER | ULCANON FOR MOUTH ULCERS

Makers: Clay & Abraham, Liverpool 1.

INDEX TO ADVERTISERS

Atlas Lighting, Ltd. 9, 11, 13, 15

Barber Electrical Services, Ltd. 16
Beautisales, Ltd. 52
Beecham Toiletry Division 22, 23
Boutalls Chemists, Ltd. 52
Breck Hair Preparations, Ltd. 46, 47
British Dyewood Co., Ltd. 48
Burroughs Wellcome & Co. (Bulk Chemicals) Interleaved Edit., 27
Burroughs Wellcome & Co. ..... Price List Sup., page 1
Burroughs Wellcome & Co. (Saxin) Interleaved Edit., 28
Burson Elastic Stockings ..... Cover iv

C. & D. Tablet Chart 35
Clairol, Ltd. 18, 19
Clay & Abraham (Mfg.), Ltd. 6
Comby (London), Ltd. 1
Counterpoint Equipment, Ltd. 12
Cox, Arthur H., & Co., Ltd. 8
Cuxson Gerrard & Co., Ltd. 17
Curtis, Helene, Ltd. 36, 37

Dendron Distributors, Ltd. ..... Cover iii
Display & Marketing Co., Ltd. 45

Earex, Ltd. 8

Fisons Pharmaceuticals, Ltd. 20, 21
Freeman, William, & Co., Ltd. 25

Gerber Baby Foods ..... Interleaved Edit., 33
Gnome Photographic Products, Ltd. 52

Harris Philip Medical, Ltd. ..... Cover ii

Ilon Laboratories, Ltd. 16
Inter-Alia Pharmaceutical Services, Ltd. ... Front Cover
International Bottle Co., Ltd. 14

Kimberly-Clark Corporation, Ltd. 3, 4, 5

Lederle Laboratories, Ltd. 53
Lenton Products, Ltd. 26

Macarthys, Ltd. 7
Mason, Wm., & Son, Ltd. (Nordia) 6
Max Factor Hollywood & London (Sales), Ltd. Interleaved Edit., 29
Minnesota Mining & Mfg. Co., Ltd. Interleaved Edit., 30, 31
Mysore Trade Agent 48

National Cash Register Co., Ltd. 38, 39
Nicholas Products, Ltd. (Radox) 40
Nicholas Products, Ltd. (Tru-gel) 35

Optabs, Ltd. 49
Ormskirk Photo Services, Ltd. 16
Orridge & Co. ..... Price List Sup., page 10

P & M-Warrick 24
Perplex Export, Ltd. (Yaxa) ..... Cover iii
Pollard, E., & Co., Ltd. 26
Polaroid (U.K.), Ltd. (Sunglasses) ... Interleaved Edit., 32

Reckitt & Sons, Ltd. 10

Shaw, Robert, & Co., Ltd. 48
Southalls (Sales), Ltd. (Nivea) 41, 42, 43, 44

Toni Co., Ltd. 2

Unicliffe, Ltd. (T.C.P. First Aid Cream) 50, 51

V Development, Ltd. 6

Wyeth, John, & Brother, Ltd. ..... Interleaved Edit., 34

service... is more than just a word to

Macarthys Limited

Most pharmacists know that Macarthys seven depots each with its own fleet of vans deliver all orders quickly and efficiently.

Most pharmacists know that Macarthys quality control ensures the high standard of products that bear our name.

Most pharmacists know that Macarthys carry an exceptionally wide range of pharmaceuticals and ethicals.

Most pharmacists know that because of this, all dispensing requirements can be met on one order.

did you know?

Macarthys Limited
Chesham House, Chesham Close, Romford

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SOUTHEND on SEA	*Southend 63251*
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CAMBERWELL	*REDpost 4121*
WEMBLEY	*WEMbley 8855*
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GLASGOW	*MARyhill 5221*

DIGESTIVE MINTS

new and different - for YOUR NAME and BRAND

- Delicious mint flavour
- Keep-fresh strip pack
- Most attractive display container
- Striking showcard

24s cartoned in seven design styles -
15/- dozen
Quantity discounts
Exempt P.T.

Sample, illustrated Price List and examples of carton designs on request

ARTHUR H. COX & Co. Ltd.
BRIGHTON SUSSEX
Tel. BRIGHTON 63084 (5 lines)

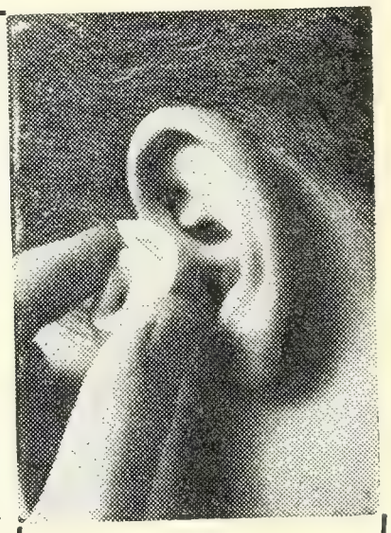
EAREX SWIM PLUGS

New, improved, fully advertised line for BIGGER TURN-OVER, BIGGER PROFITS!

There's been nothing like them before. These scientifically designed protectors guard the ear from water penetration, but at the same time allow a certain amount of sound to enter the ear drum. The wearer can still conduct a conversation even with the protectors in position.

SIMPLE TO FIT
Insert protector marked 'R' into right ear, 'L' into left. Place knob snugly into ear cavity, curved portion to top. In some cases moistening adds to ease and comfort. Earex protectors may be used time and time again and for long periods.

SAFE
There can be no chance of forcing the protector too far into the ear and causing damage. The unique shape makes it quite safe.
Scientifically planned design allows enough noise to enter to keep the wearer in touch with his surroundings — to hear warnings of danger or instructions.
The smooth texture of the plastic material makes the protector hygienic, easy to keep clean.



Order now from your Wholesaler

Retail price 3/6. Write for free sample and details of attractive bulk-buying discounts to
British Surgical Houses Ltd., Southport, Lancs.

As used and approved by swimming clubs and swimmers everywhere!

IT'S **news** IT'S THE atlas 'flash cube'

trade mark

4 little flashbulbs and 4 reflectors–all sealed inside a small cube. Atlas 'Flashcubes' are the *first* to be supplied with the new Kodak Instamatic 104 camera outfit. Now your customers can take 4 flash pictures without changing bulbs. It's a revolution in photography–and a big new market for YOU.

Atlas Lighting Limited
A subsidiary company of British Lighting Industries Limited
Thorn House, Upper Saint Martin's Lane, London, WC2

B

This is why CODIS is widely prescribed —

it dissolves in water for quick relief and less risk of gastric irritation

Codis contains soluble aspirin, phenacetin and codeine. The reason why it has won general acceptance is that the aspirin content is soluble and substantially neutral.

Codis therefore acts quickly and is far less likely to irritate the stomach lining.

This is also true of Solprin — neutral soluble aspirin.

Medical opinion today is overwhelmingly in support of soluble aspirin. This is why the chemist so often dispenses Solprin and Codis.

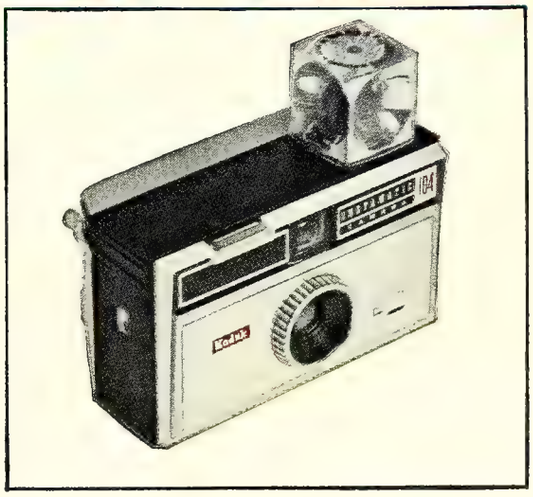
SOLPRIN CODIS

RECKITT & SONS LTD.
PHARMACEUTICAL DEPARTMENT, HULL

IT'S news IT'S THE atlas 'flashcube'
trade mark

more flashcube-using cameras are on the way. With Atlas 'Flashcubes', flash photography–in colour or black and white–is easier than ever before. After each shot, the Flashcube turns automatically to the next bulb. It gives 4 pictures–in a matter of seconds if you want. Off comes the Flashcube (hardly even warm!). On goes another.

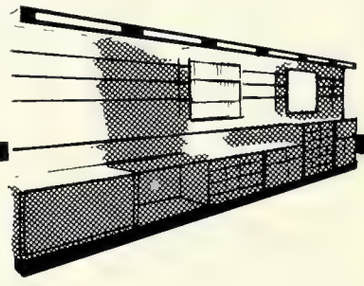
And up, up, up go your sales.



Atlas Lighting Limited
A subsidiary company of British Lighting Industries Limited
Thorn House, Upper Saint Martin's Lane, London, WC2

Without doubt, Counterpoint is today's most *flexible*, ultra-modern interior store display system. Flexible, because Counterpoint is an *interchangeable* unit system. Means all units can easily be varied or adjusted at any time. Guarantees a tailor-made answer to any space problem. Counterpoint can stage a marvellous transformation of your interior. It's quick to install and so economical. Specially designed to give maximum visibility in the minimum of space. Offers quicker, easier selection of merchandise for hurry-bound shoppers. And Counterpoint will gladly send one of their leading men to give expert advice on your particular problems as part of the service.

Visit our Main office and Showroom: 243, Euston Road, London, N.W.1. Showrooms also at James White (Shopfitters) Ltd., Team Valley Trading Estate, Gateshead-on-Tyne 11.



Please send me your Counterpoint brochure ☐
Please arrange to send your representative ☐
(Tick as required)

NAME.....
ADDRESS.....
.....

Post to Counterpoint Store Equipment Ltd., 243, Euston Road, London, N.W.1. or (for the North & Scotland) to: James White (Shopfitters) Ltd., Team Valley Trading Estate, Gateshead-on-Tyne 11.

C 10

counterpoint

IT'S **news** IT'S THE atlas 'flash cube'
trade mark

Easy-to-handle Atlas 'Flashcubes' are presented in a brilliant, compact 3-cube pack. With 12 flashes in each pack, more and more camera users will take flash shots more and more often. And more and more of your customers will be asking **you** for Atlas 'Flashcubes'—**that** means easier pictures and more fun for them, higher sales and more profits for YOU.

Atlas Lighting Limited
A subsidiary company of British Lighting Industries Limited
Thorn House, Upper Saint Martin's Lane, London, WC2

Spotlight your bottles with elegant caps from IBC

THE INTERNATIONAL BOTTLE CO LTD

140 PARK LANE • LONDON W1 • TELEPHONE: MAY 6992 (5 LINES) • TELEGRAMS: AUTREFOIS AUDLEY LONDON

IT'S **news** IT'S THE atlas **flash**cube trade mark

12 packs of 3 cubes come in this big, brilliant carton–in eye-catching colour–for display on your counter. Its simple, hard-hitting message will tell the Atlas 'Flashcube' story to your customers in a flash–and help to stimulate your other photographic sales, too! Atlas 'Flashcubes' retailing at 11/3d. per 3-cube pack mean big business. Stock up NOW (and make sure you have enough to meet those repeat orders).

Atlas Lighting Limited
A subsidiary company of British Lighting Industries Limited
Thorn House, Upper Saint Martin's Lane, London, WC2

OPS

offer you a unique service!

EKTACHROME—24 HOUR SERVICE BY THE NEW E4 PROCESS

KODACOLOR SPECIALISTS

AGFACOLOR—OFFICIAL 'AGFA' PROCESSING STATION

ALL COLOUR—FAST EFFICIENT SERVICE

BLACK & WHITE—COMPLETE SERVICE IN 24 HOURS

Daily Collections in many parts of Lancashire-throughout the year

ORMSKIRK PHOTO SERVICES LTD.
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Telephone ORMSKIRK 2208

THOVALINE

for:—

BEDSORES

BEDSORES can be prevented by applying **THOVALINE** before the trouble starts but if already in existence will help greatly in healing.

BURNS

BURNS Unique action. **THOVALINE** is self-sterile, it eliminates pain and is a rapid healer.

DERMATITIS

URINE DERMATITIS Excellent healing properties where rash exists and will prevent such trouble occurring if applied beforehand. Offensive odour is eliminated.

Also available in an aerosol pack.

Supplies from your usual wholesale house:

ILON LABORATORIES

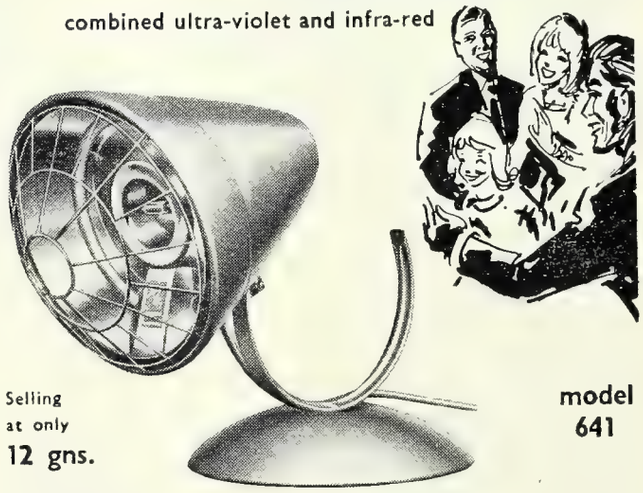
LORNE STREET · HAMILTON · LANARKSHIRE

Tel: HAMILTON 24310

Meet popular demand —stock the Barber

PRESCRIPTION HEALTH LAMP

combined ultra-violet and infra-red



Selling at only **12 gns.**

model **641**

★ Contemporary in design and competitive in price, Model 641 at only 12 gns. retail will provide an added stimulus to your health lamp business. Having combined ultra-violet and infra-red generators, it meets the requirements of a growing public demand, for a dual purpose health lamp. Attractively cartoned and with full operating instructions.

Order **NOW** *from*

HEALTH-MASTER

BARBER ELECTRICAL SERVICES LTD.
The Airport, Weston-Super-Mare
Tel. 2700. Grams: BARBERLAMP Weston-Super-Mare.

CARNATION-WIDE ADVERTISING PLANNED FOR 1966

National Newspaper and National Magazine coverage gives a total estimated readership of

OVER 30 MILLION

possible corn sufferers!

When every step is agony...

Do you walk with a wince? Does dancing give you pain instead of pleasure? Why suffer when the remedy is so safe and simple! Carnation Corn Caps are a two-way remedy. The felt ring brings instant relief from shoe pressure while the medication attacks the corn. After a few days the corn can be removed easily and painlessly. See the complete range of Carnation foot remedies at your local chemist's shop.

1/9 PER PKT. OF SIX

(from Chemists ...)

Press advertisements will appear from April 1966 until March 1967. Publications used

SUNDAY MIRROR
THE PEOPLE
WOMAN
WOMAN'S OWN

look old on your feet?

Do you hobble along when you should be skipping? Does the pain in your feet show on your face, even though you try to grin and bear it?

Get Carnation Corn Caps right away! The felt ring relieves shoe pressure while the medication attacks the corn. Then in a few days the corn can be removed easily and painlessly.

See the complete range of Carnation foot remedies at your local chemist's shop.

1/9 per pkt. of six. (from Chemists only)

OVER 25 MILLION

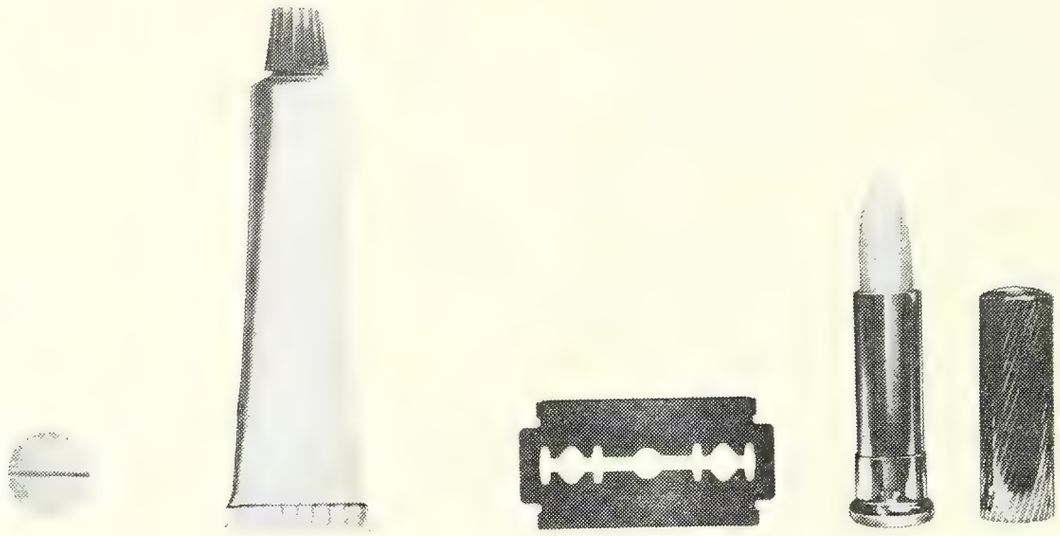
ADULT VIEWERS will see CARNATION CORN CAPS and the FULL CARNATION RANGE advertised frequently on the T.V. stations of LONDON, MIDLANDS, THE NORTH, CENTRAL SCOTLAND, TYNE TEES (North East), EAST ANGLIA, SOUTH COAST (Southern T.V.), WEST and WALES, and NORTHERN IRELAND

TV Commercials will appear regularly from April to August

'Woman' BRITISH BEAUTY WEEK CAMPAIGN

A special advertisement for CARNATION will also appear in the British Beauty Week feature issue of "Woman" dated April 23rd.

CUXSON, GERRARD & CO. LTD., OLDBURY, BIRMINGHAM · Telephone: BROadwell 1355 (5 lines)



No pill, no toothpaste, no razor blade, no cosmetic—

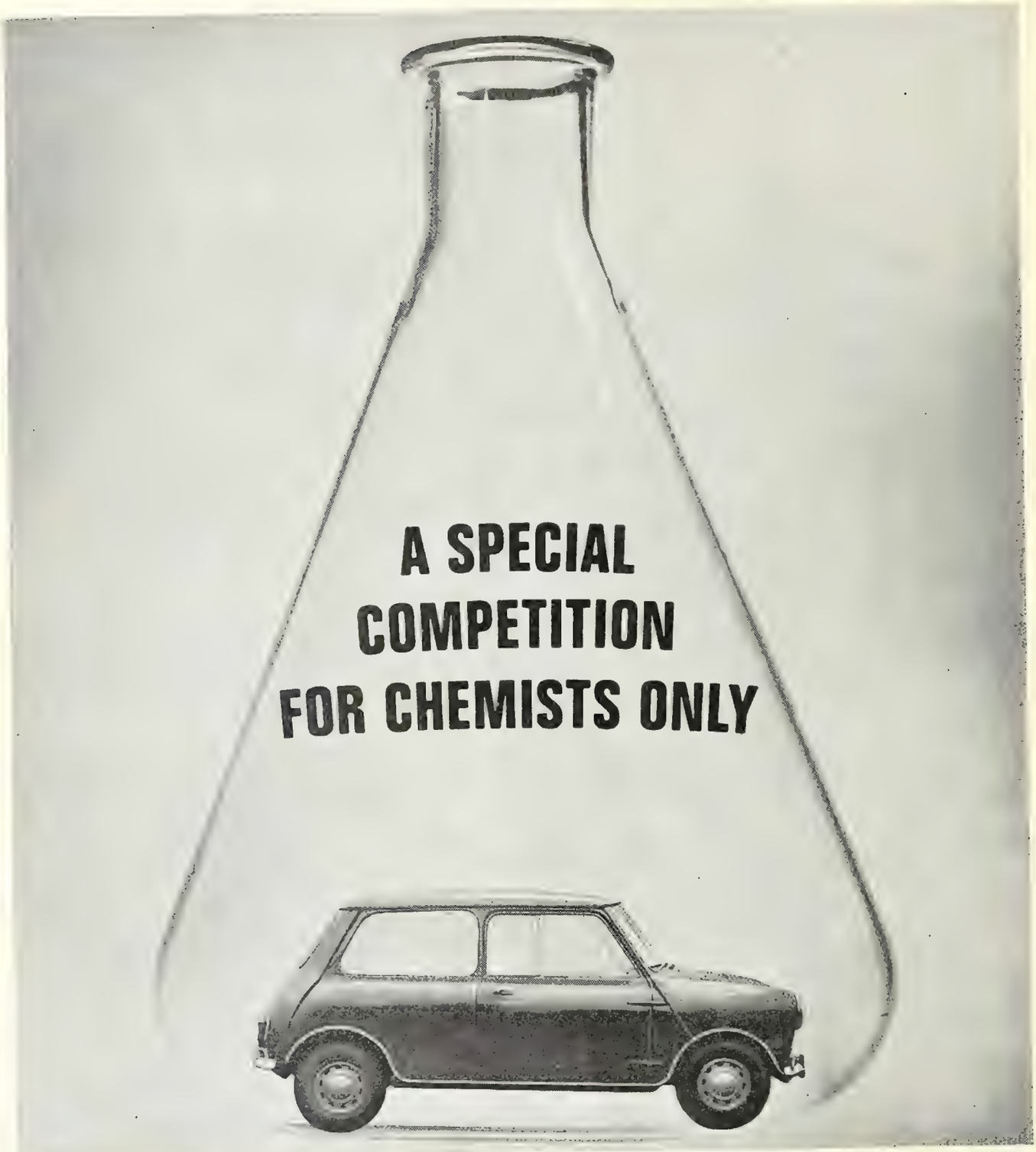
nothing you sell will have such heavy TV support as—

Loving Care & Nice'n Easy by Clairol

Effective immediately, powerful TV commercials for Loving Care, for Nice 'n Easy are getting their message across to more than 16 million women virtually every night of the week.
Nothing else you sell has advertising support like this. This weight—and quality—of advertising is unparalleled—in any field. And compared with last year, the campaign runs at a rate twice as heavy as all other hair colourants combined.

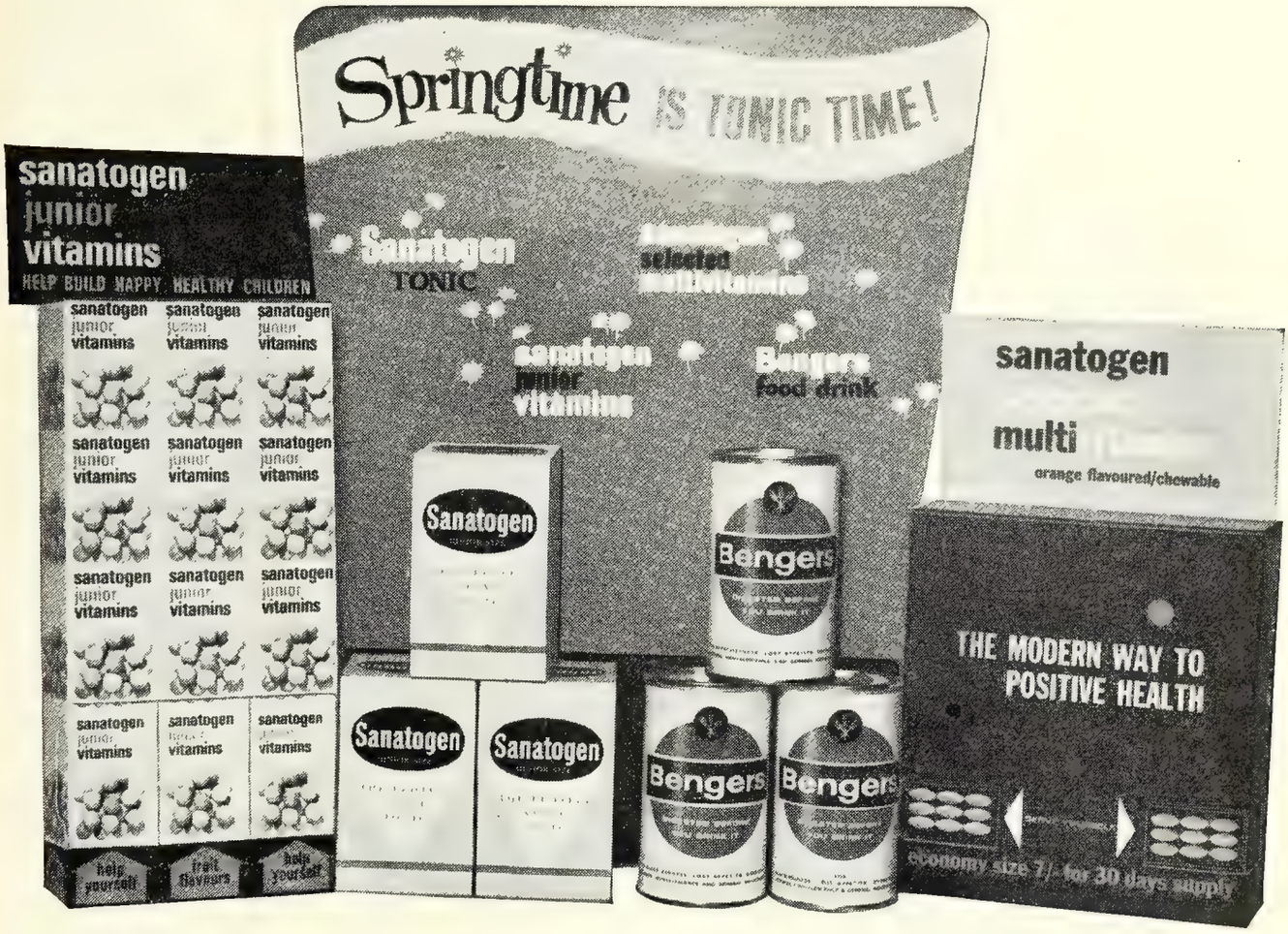
AND HOW DOES THIS AFFECT YOU?
The fastest-growing cosmetic category in Britain is hair colourants. (You're seeing it happen over your own counter.)
The heaviest TV advertising ever is being applied to Clairol's two hair colourants. (You know from your experience what power that has!)
The result of these two facts is bound to be a tremendous upsurge in demand for Loving Care and Nice 'n Easy. So please don't think of your stock levels as they were. Think what they'll need to be. You'll be called upon for dozens (yes! no kidding—dozens and dozens!) of packs of Loving Care and Nice 'n Easy.
So—if our salesman has not yet called on you, please call on us. Horsham 60255 or Welbeck 0547.

Clairol Ltd., World leader in hair colourants, 66 Baker St., W.1.



WIN A MINI

in the Fisons Motoring Safety Contest



Six Mini Austin de luxe saloons must be won!

HOW TO QUALIFY FOR THE CONTEST

You or the Fisons representative mount a counter or window display with the special spring-time display unit of a minimum of:

¼ dozen Sanatogen Tonic
1 dozen Sanatogen Selected Multivitamins
1 dozen Sanatogen Junior Vitamins
¼ dozen Bengers Food

These should still be on display on the representative's next visit.

HOW TO WIN THE CONTEST

You fill in a reply-paid entry form, which the representative will give you on his second visit. The contest consists of listing six motoring safety features in the correct order, and completing a phrase about the most important safety factor.

Results will be published in the 'Chemist and Druggist' in August, 1966.

COME ON! Win a Mini in the Fisons Motoring Safety Contest—and win increased profits from displaying Fisons products.

SPRING-TIME IS TONIC TIME

GOALS MEAN PRIZES

WORLD CUP WILLIE
Football Association
1966

BRYLCREEM

You could share £15000 of prizes

The names of 2 International footballers on EVERY Tub.

BRYLCREEM WORLD CUP COMPETITION

Colston Dishwasher ☐
Ferguson Portable 16" TV ☐
7 day Ski Holiday for Two ☐

PUZZLE How many triangles in this design?

ANSWER ☐

HOW TO PLAY

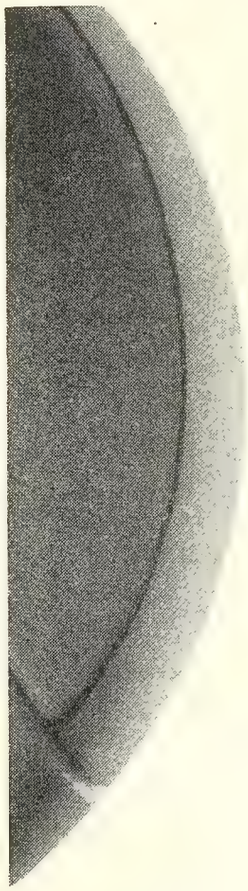
1. Printed on the back of this label are the names of 2 international football stars.
2. You can win a prize provided that your solution to the puzzle is correct and BOTH players are officially credited with scoring a goal in the World Cup Final Series matches in England from 11th July to 30th July 1966.
3. Place a tick against the prize you would like and send your label complete with the solution to the puzzle to:
BRYLCREEM WORLD CUP
5, CONDUIT STREET, LONDON, W.1.

RULES

1. No responsibility accepted for entries lost delayed or damaged.
2. Only one prize per label. Scoring of more than one goal by each player does not entitle entrants to more than one prize.
3. Should any dispute arise in connection with this game the decision of Beecham Toiletry Division shall be final and binding. No correspondence can be entered into.
4. Closing date: 6th August 1966 or when prizes worth £15,000 have been won, whichever is the sooner.

© Bradfute and Assoc. Ltd 1966 L.331

℗156



IN THE BRYLCREEM WORLD CUP GAME!

Every entry is a Brylcreem sale. More turnover, more profit. The most exciting consumer promotion in years. (And you too can enter.)

BRYLCREEM – ***THE WINNING BRAND***

£15,000 IN PRIZES

Heavy T.V. Advertising on all Networks

You score with big 12 FOR 10 BONUS OFFER

Concentrate on BEECHAM brands

BEECHAM TOILETRY DIVISION,
BEECHAM HOUSE BRENTFORD, MIDDLESEX.

P156

A highly effective product backed by strong TV advertising

Rinstead

PASTILLES

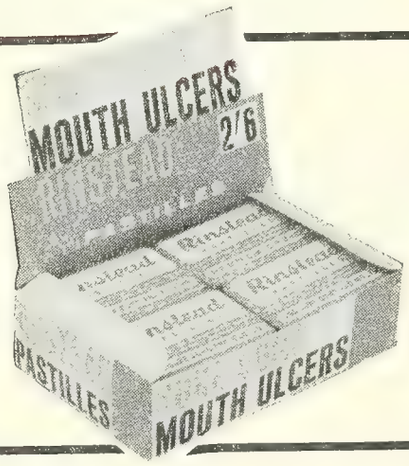
FOR SORE GUMS AND MOUTHS

ANYONE WITH A SORE MOUTH, due to rubbing dentures, mouth ulcers, tooth extraction or any of a score of causes, is a potential customer for Rinstead. This means practically everybody.

RINSTEAD IS PROVED EFFECTIVE. You will have constant repeat business all through the year.

RINSTEAD IS WITHOUT COMPETITION. Ever since the current compelling TV advertising began, sales have been rising meteorically. Many chemists are selling 2 to 3 dozen per week!

RINSTEAD IS SOLD ONLY THROUGH CHEMISTS People will be asking for Rinstead in your shop, so make sure your supplies will meet the ever rising demand.



STOCK UP NOW

Price 17/- per dozen tins packed in attractive counter display outers.

(Retail price 2/6 per tin.)

P & M-WARRICK
Seymour Rd., London E.10.

TAS/WK.58A

THE WORLD'S BIGGEST NAME IN HOT WATER BOTTLES

Sell a good Hot Water Bottle - Sell a Suba-Seal

GENUINE SUBA-SEAL
LOOK FOR THE NAME ON THE CAP

AVOID IMITATIONS

Stock up from the best selling range of hot water bottles ever made. Full Profit Margins. Extra 5% FORWARD ORDER BONUS for orders placed before 30 June for delivery by 31 December. Display stands to support you at the points of sale. Backed by massive consumer advertising.

WILLIAM FREEMAN & CO. LTD.
SUBA-SEAL WORKS, STAINCROSS
BARNSLEY · TEL. BARNSLEY 4081

C&D

CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 April 16, 1966 No. 4496

CONTENTS

Correspondence 377
Crisis for Italian Pharmacists 383
Irish Representatives' Association ... 375
Leading Articles:
Guidance Wanted on Practical Training 381
Problems of the "Small" Distributor 381
National Health Service Costs 374
New Products and Packs 379
"Open Shop" 382
Pharmaceutical Society of Northern Ireland: Council Meeting 384
Pharmacy Management Conference ... 388
Practical Training and Professionalism 385
Prices "Freed" 374
Replacing a Dublin Factory 375
Symposium on Dosage of Medicines ... 387
Topical Reflections 373

A Pharmacist's Anthology 382
Bonus Offers 378
Business Changes 376
Coming Events 393
Commercial Television ... 394
Company News 375
Contemporary Themes ... 393
Deaths 376
Expansion Projects ... 389
Inquests 387
Irish News 372
Local Officers 373
Manufacturers' Activities 389
Marriages 376
New Companies 394
News in Brief 373
Patents 392
Personalities 376
Prescribers' Press 394
Print and Publicity ... 391
Trade Marks 391
Trade Notes 378
Trade Report 390
World Trade . 393

Index to Advertisers, p. 6. Classified Advertisements, p. 54.

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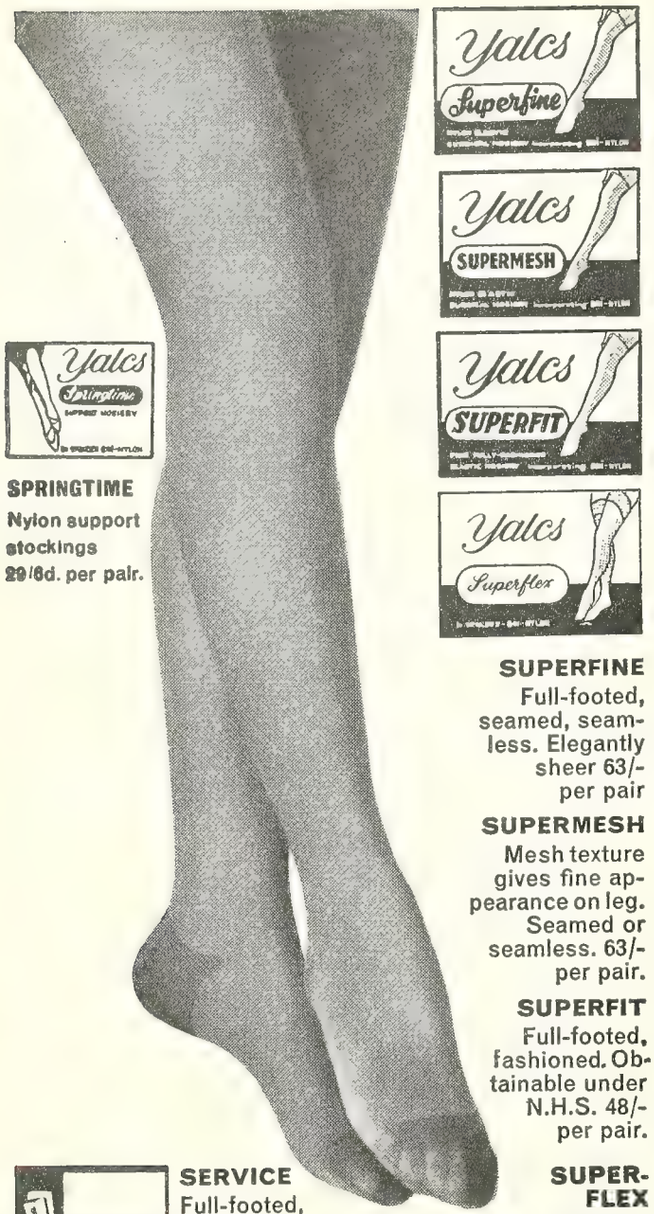
Telephone: Central 6565
GLASGOW: 8 Merrylee Road, Newlands, S.3. *Phone:* Merrylee 6356.
LEEDS, 16: 32 Wynford Rise, West Park. *Phone:* Leeds 67 8438.

ANNUAL SUBSCRIPTION
which includes The Chemist and Druggist Diary and Year Book, £4 5s. Single copies 1s. 3d. each (postage 8d.).

ABC MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

© MORGAN BROTHERS (PUBLISHERS), LTD., 1966



SPRINGTIME
Nylon support stockings 29/6d. per pair.

SUPERFINE
Full-footed, seamed, seamless. Elegantly sheer 63/- per pair

SUPERMESH
Mesh texture gives fine appearance on leg. Seamed or seamless. 63/- per pair.

SUPERFIT
Full-footed, fashioned. Obtainable under N.H.S. 48/- per pair.

SERVICE
Full-footed, seamed or seamless or open-toe. Obtainable under N.H.S. 48/- per pair.

SUPER-FLEX
Ultrafine stockings in Spandex Bri-Nylon. 63/- per pair

Yalcs Nylon Elastic Hosiery is easy to sell!

Because there is a wide range of styles and foot-sizes, and because they are all in true two-way stretch yarn, Yalcs Nylon Elastic Hosiery is really easy to sell.

All leading chemists require surgical hose that is second-to-none in quality, nationally advertised and backed by superlative service. That is why they specify Yalcs.

Leaflets and measurement forms sent on request.

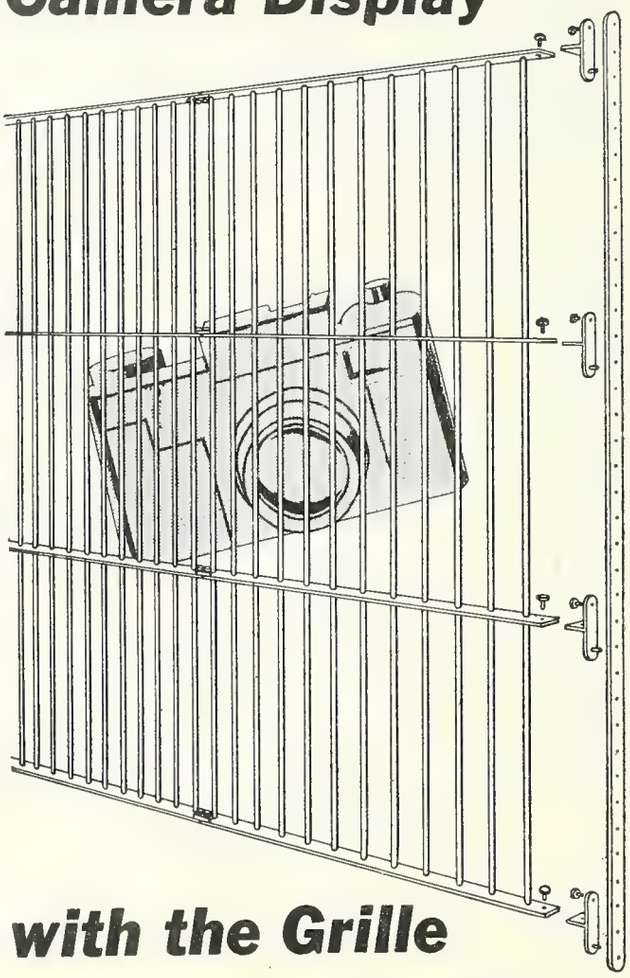
LONDON OFFICE:
6-10 GREAT PORTLAND ST., LONDON, W.1.
TEL: LANgham 1071/2

DISTRIBUTORS FOR EIRE.
REXALL DRUG CO., DAVITT ROAD, DUBLIN 12.
TEL: DUBLIN 56628/9
GRAMS: REXALL, DUBLIN.

Yalcs

LENTON PRODUCTS LTD. Grove Road Lenton Nottingham.

Guard your Valuable Camera Display



with the Grille that stops the Grab!

Protect your display with a Pollards steel grille, the most effective and cheapest form of protection. The presence of a steel grille is usually a deterrent, so that it is impossible to assess the amount of trouble and expense you are saved by protecting your windows in this way. Thousands in use. PRICE forwarded by return on receipt of height and width of windows and height from pavement to window bottom.

POLLARDS
STEEL GRILLES

E. Pollard & Co Ltd.,
Highbury Grove, London, N5. Telephone: CANonbury 3033

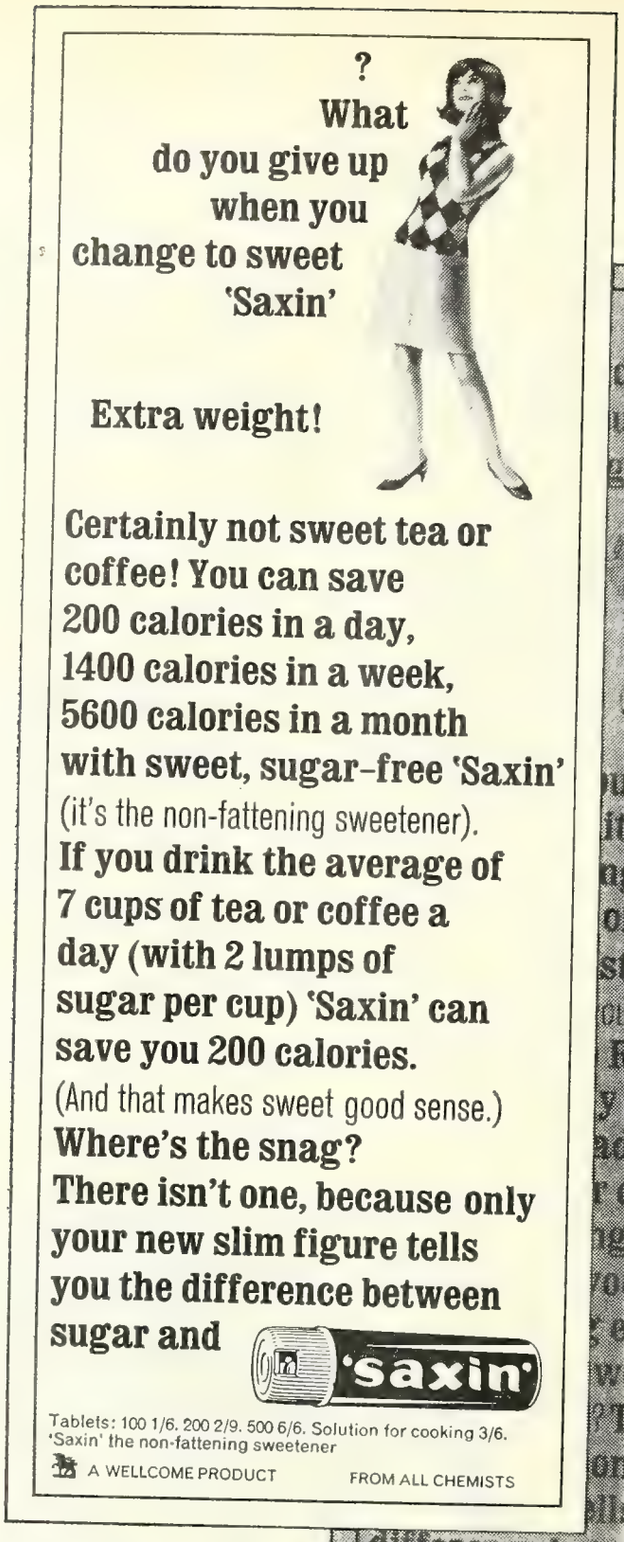
Crude drugs and chemicals from world-wide sources are refined in our laboratories to produce pure and reliable chemicals. Large or small quantities are available at competitive prices.

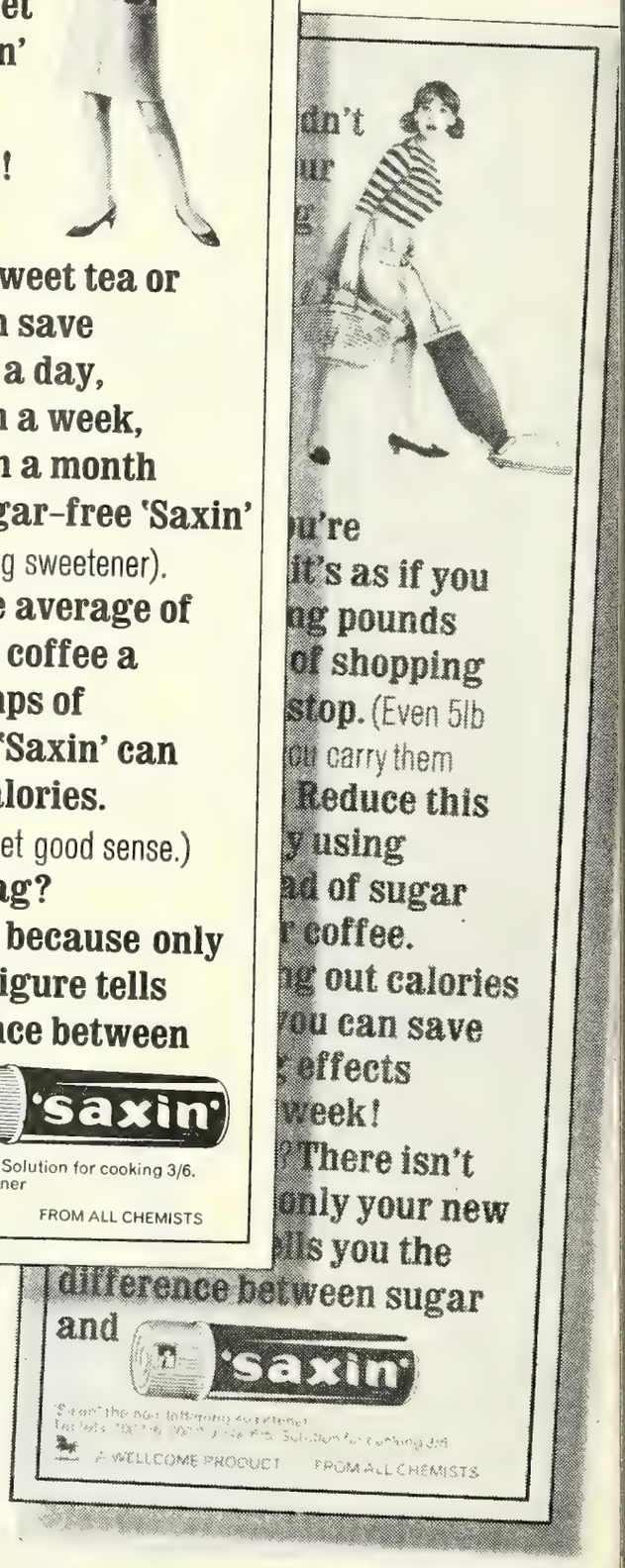
B.W. & Co. Fine Chemicals

Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.)
The Wellcome Building, Euston Road, London N.W.1

ATROPINE SULPHATE
BENZAMINE LACTATE
DIGOXIN
EMETINE AND E.B.I.
ERGOMETRINE
HYOSCINE SALTS
ISOPRENALINE SULPHATE
HYOSCYAMINE SALTS
METHYLEPHEDRINE HYDROCHLORIDE
PHYSOSTIGMINE & SALTS

and other specialised drugs.





BIG SCALE 'SAXIN' CAMPAIGN

The new big 'Saxin' advertising campaign is hard selling with an irresistible appeal to would-be slimmers. Throughout Britain millions will see the 'Saxin' no-calories story in the national press: 11″ double cols. and 8″ double cols. DAILY EXPRESS, 8″ double cols. EVENING NEWS and leading Provincial Papers. Half Pages and Quarter Pages in WOMAN, WOMAN'S OWN, WOMAN'S WEEKLY, WOMAN'S REALM and WOMAN'S MIRROR. This advertising is designed to make an impressive impact on sales—YOUR sales.

Make the most of it by stocking plenty of 'Saxin' and getting maximum sales benefit from 'Saxin' advertising and new display material.

Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) London

GREAT BARGAIN OFFER GIVES FACTOR FOR MEN A TWO-WAY SALES BOOST

GIVE PROMINENT DISPLAY TO THIS TWO-WAY SALES WINNER

Here's your chance to start all your Lazy Shave customers buying Factor for Men After Shave Lotion as well. FREE, with every Lazy Shave, a trial size bottle of the ideal After Shave Lotion. It's the right way to make yet another Factor for Men product a big, big, seller!

ORDER SPECIAL PROMOTIONAL ASSORTMENT NOW!

1 DOZEN BARGAIN PACKS READY PACKED IN ATTRACTIVE COUNTER MERCHANDISER

DAILY EXPRESS

Weather: Cloudy, showers

Ho message to India is revealed in Delhi as Commons debates the Far East war

VIET PEACE LETTER

A PEACE move by Pres
Ho Chi min
Vietnam w
New D

WEDDING HITCH—SO SMOOTHLY OVERCOME

A whole lot of letters

LORD LUCK

THE EXPRESS HOROSCOPE

IF IT'S YOUR BIRTHDAY

Join the Martini people!

Join the Martini people!

Join the Martini

MARTINI

...d of living in Martini

Times change

OKASA

OUT OF THE BLUE

Ferrania

Ferrania

DIA 2B

COLOUR FILM FOR SLIDES

135/20 EXP

3M COMPANY

An exciting new film for this summer's colou

PHOTOGRAPHIC PRODUCTS

Ferrania
COLOUR SLIDE

This is just one
advertisement in a
dramatic series
that spearheads the
1966 Press Campaign for the
new **Ferrania** (REGD TRADE MARK) Colour Slide Film.
The blue box of brilliance
has a silver lining for you!

3M COMPANY The fastest growing
name in photography

PHOTOGRAPHIC PRODUCTS. Minnesota Mining & Manufacturing Co. Ltd., 3M House, Wigmore Street, London, W.1.
Telephone: HUNter 5522. 3M and FERRANIA are trademarks of Minnesota Mining and Manufacturing Co.

What do you do about the man who'd like to wear Polaroid sunglasses, but can't see an inch in front of his nose?

Tell him about Polaroid Clip-ons.

Better yet . . . show him. Show him how quickly they slip on to his own glasses. How little they weigh. How flat they look in his pocket. How easy they are on his wallet.

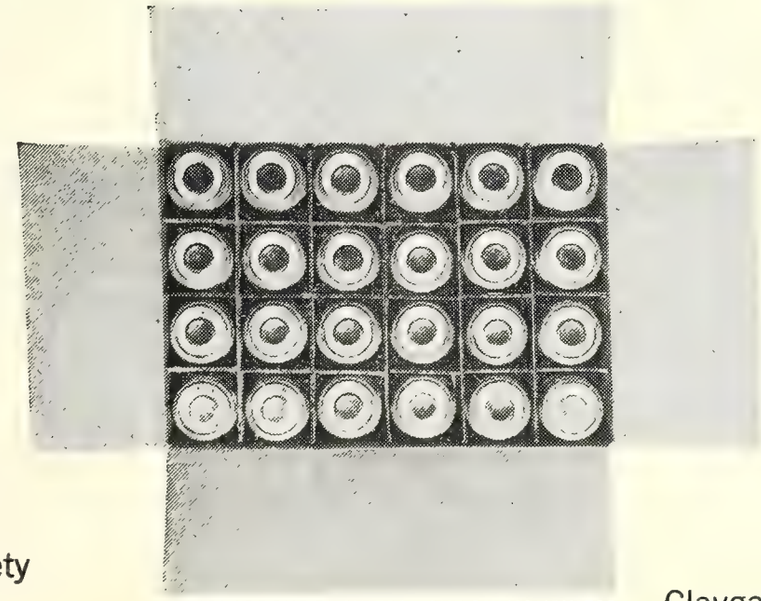
And then show him the clincher. Prove that Polaroid Clip-ons eliminate glare as no ordinary sunglasses can. (Regular or clip-on!)

All it takes is a two-second demonstration . . . with the hangtag, with glare bouncing off a magazine in the sun, with a Polaroid demonstration window display. It can be one of the easiest sales you'll make. And if he keeps that Polaroid hangtag, and happens to show it to a friend, it may not be the last sale you'll make.

POLAROID IS THE REGISTERED TRADEMARK OF POLAROID CORPORATION CAMBRIDGE, MASS., U.S.A.

Lots more babies are growing up on Gerber - and your sales grow with them!

From 25th April Gerber Strained and Junior Foods will be packed in 2 dozen cases — volume discounts remain unchanged



Remember,
mothers shop for variety
–stock plenty.

BABIES ARE OUR BUSINESS...OUR ONLY BUSINESS

Gerber Division
Brown & Polson Ltd
Claygate House, Esher, Surrey

you'll be seeing more and more 'scripts like this

℞
Tabs. Serenid 15 mg.
(60)
Sig: 1 t.d.s.

More and more doctors are now prescribing SERENID* (oxazepam, Wyeth) for the control of anxiety, tension, agitation and other symptoms of stress. Just a reminder therefore, that SERENID is available as white, scored tablets of *15 mg.* suitable for the treatment of the majority of patients. (A 10 mg. tablet is also available for use in patients with mild symptoms and in susceptible, elderly patients). Our representatives are telling doctors all about SERENID and are being supported by journal advertising and direct mail. Make sure you have stocks, particularly of the 15 mg. strength, to fill the 'scripts you'll certainly be getting.

Dosage For initial treatment of most patients: 15 mg. t.d.s. For patients with more severe symptoms: 30 mg. t.d.s.

Packs & Price To Pharmacist 15 mg., 100—19/- (plus P.T.) 500—80/- (plus P.T.) Full details available on request.

Serenid the most versatile agent available for the control of all the symptoms of stress

Wyeth John Wyeth & Brother Ltd., Taplow, Maidenhead Berks. *trade marks

se 3 A12837

Success of Trugel promotion keeps this great offer open until September 30th, 1966!

Beltone 2 wave-band, 6-transistor portable radio with lots of extras . . . . worth £6.13.6.

Costs your customers 79/6 when they buy one tube (any size) of Trugel hair dressing.

Because of the continuing demand, we are extending the dates of this special Trugel offer from 31st of March to 30th of September.

Be sure all your customers know about this extension!

C&D

Tablet and Capsule Identification Guide

This new edition represents a major revision, dealing with the identifiable products of 175 manufacturers. A new method of colour matching has been adopted, and shape, diameter, markings and other characteristics are taken fully into account to assist in identification. The textual information is given in tabular form with alphabetical cross-references to make speedy reference easier.

For only 20/- you can have this handy guide

Complete the coupon now to ensure your copy

The Publisher,
THE CHEMIST & DRUGGIST,
28 Essex Street, Strand, London, W.C.2. CENtral 6565

Please send me ..... Tablet and Capsule Identification Guide(s) @ 20/- each. Remittance for..... enclosed.

NAME.....

ADDRESS .....

.....

CD7

What makes new Helene Curtis 'Dial-your-style' SPRAY NET so revolutionary?

This

the exclusive Dial-your-style valve. Revolutionary ! The first and only valve to let women choose. ONE — TWO — THREE different hairspray strengths — from one can. This valve *actually varies the volume of product and propellant dispensed at each of the dial settings* to give a wonderful product-plus that women really want. Research proved women prefer new Spray Net with Dial-your-style 2 to 1 against their regular brands.

Dial-Your-Style. Revolutionary!!! *(And, available only from Helene Curtis)*

and this

"Pop" press ads from May until Christmas in *Honey, True Romances, True Story* and *Petticoat.*

Impactmaking30-secondTVspots at peak times through May, June, July and August. On London, Southern and Anglia, one of the most concentrated TV campaigns ever used for hairsprays.

More than 160 30-second spots on Radio Caroline and Radio London from May until Christmas.

Revolutionary advertising aimed at the people most likely to choose new Helene Curtis 'Dial-your-style' Spray Net.

and especially this

Money always makes—or breaks—a revolution. Helene Curtis are putting their money on you. With a big launch bonus. (Order 2 dozen cans—and get 6 cans free).

THIS MEANS BIGGER PROFITS.

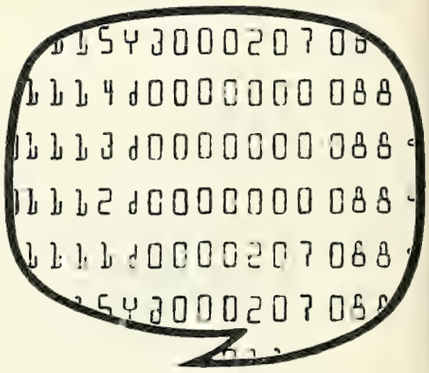
MAKE MORE THAN **40%** PROFIT ON RETURN

Now's the time for you to join the revolution to new Helene Curtis 'Dial-your-style' Spray Net!

How to choose the right cash register for your changing business needs...

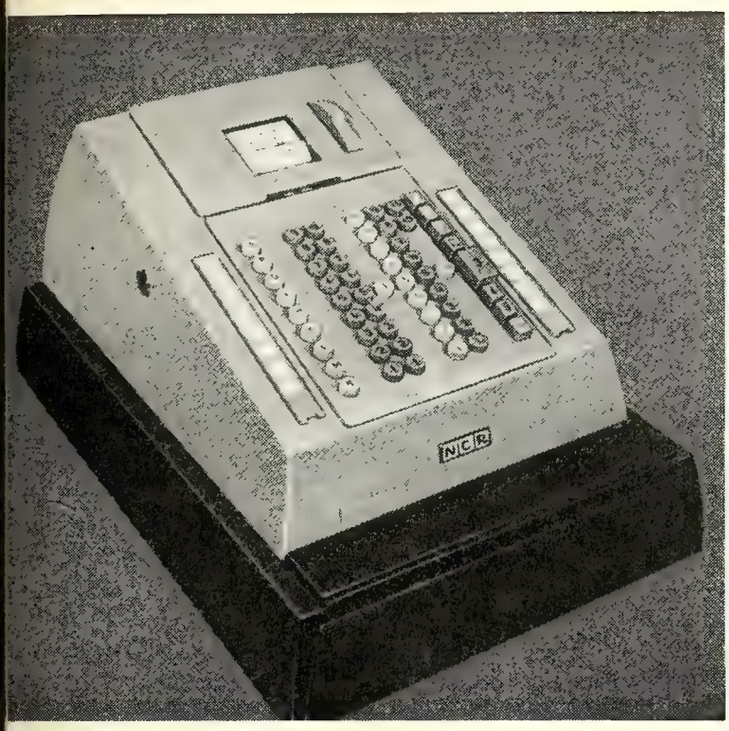
NCR 3. The faster-than-ever itemizing register that grows with your business. Start with the basic two-total model and add up to three further totals as you need them. Compact, modern styling with many time-saving features.

NCR offers you a *real* choice . . . from a range so wide you can be sure it includes equipment that might have been designed specifically for your kind of business. More dependable methods of cash control and profit protection. The itemisation and automatic totalling of multi-item sales. Advanced systems that analyse your sales and help you to plan your business more profitably. New developments in the field of retail automation. Whatever you are looking for, you will find it in the unique NCR range. Every model has built into it the skill and knowledge of the company with the longest experience of designing systems for all kinds of retail business and is backed by a service organisation acknowledged to be the best in Britain. Talk cash control and point-of-sale accounting with NCR. There are over 90 sales and service centres throughout the United Kingdom.

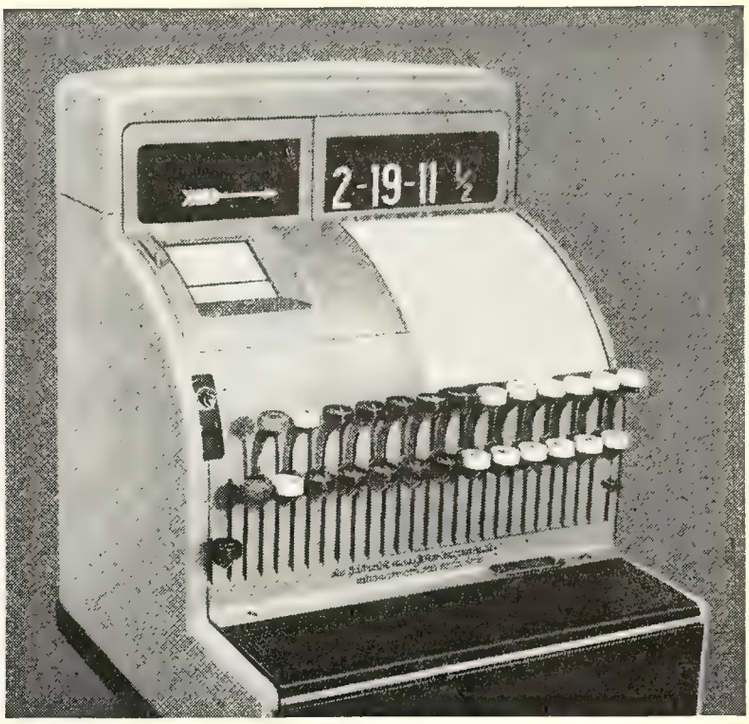


NCR Optical Font—exciting new development that enables cash registers to record point-of-sale information in the language of computers.

four examples from the NCR range



lass 96. Robust, all-electric sales register for efficient cash control even the smallest retail outlets.



Class 100. Pace-setter in the field of 'press-down key' machines. Available in a wide range of models to suit all business needs.

lass 51. Advanced itemizing register with exceptional facilities for n-the-spot sales dissection, greater-than-ever security of cash nd credit control.

For many years NCR has been developing better methods of cash control and point-of-sale accounting. Its current range is based on a thorough knowledge of working conditions in every branch of retailing . . . backed by an advisory service that has helped many businesses to become more profitable.

Talk to NCR-their range is as good as their name

plan ahead with

NCR

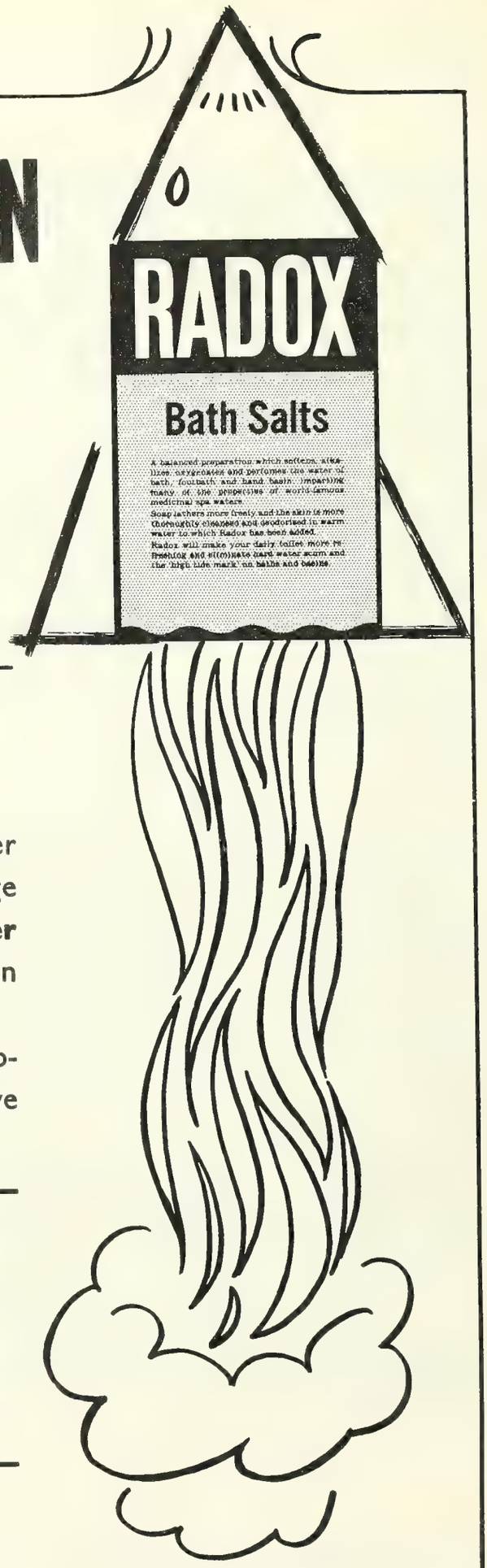
THE NATIONAL CASH REGISTER COMPANY LTD 206 Marylebone Road London NW1 PAD 7070

RADOX COUNT DOWN

3 • In 6 years RADOX sales have
• zoomed **1,371%**

2 • In 1965 they rocketed **40%**
•

1 • 1st 3 months of 1966 **65%** up
• on 1st 3 months 1965



NOW! BLAST-OFF!

109 30-sec. T.V. spots **nationwide** in under 4 weeks with Radox **proven** selling message in **new pre-tested** commercials now **stronger than ever** penetrate 13,800,000 homes on average 5 times.

Follow up. Brilliant seasonal premium promotions plus year round T.V. at massive weight. Details will be announced later.

STOCK RADOX SHOW RADOX

Share in its astronautical success

Order from your wholesaler or
NICHOLAS PRODUCTS LIMITED, SLOUGH, BUCKS.

something
WONDERFUL
has
happened
to
Britain's
TOP-SELLING
SKIN CREME

NOW NIVEA IS NEW

NIVEA
Creme

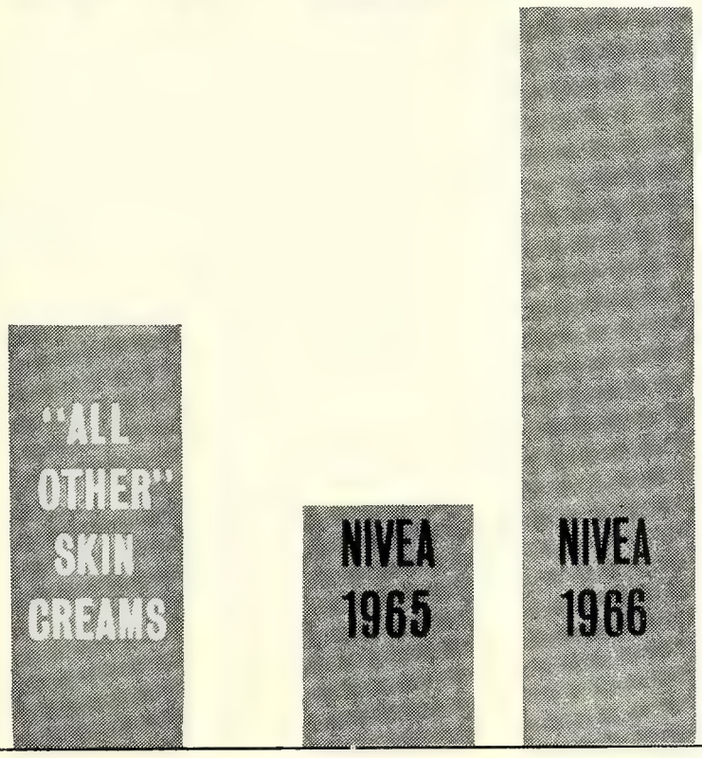
NEW NIVEA IS **LIGHTER**
NEW NIVEA IS **FINER**
NEW NIVEA SMOOTHES DEEPER INTO THE SK
NEW NIVEA IS EXACTLY WHAT WOMEN WANT

(thousands of women told us so

ND IMPROVED

and new NIVEA is going to get the

BIGGEST ADVERTISING CAMPAIGN EVER



3 TIMES AS BIG AS LAST YEAR'S

✳✳✳ *Women will see* **THE MOST POWERFUL T.V. CAMPAIGN OF ANY SKIN CREME EVER** *Women will hear* **A REGULAR WEEKLY FEATURE ON RADIO LUXEMBOURG—absolutely unique and quite quite different.**

Reaching 4 out of every 5 women!

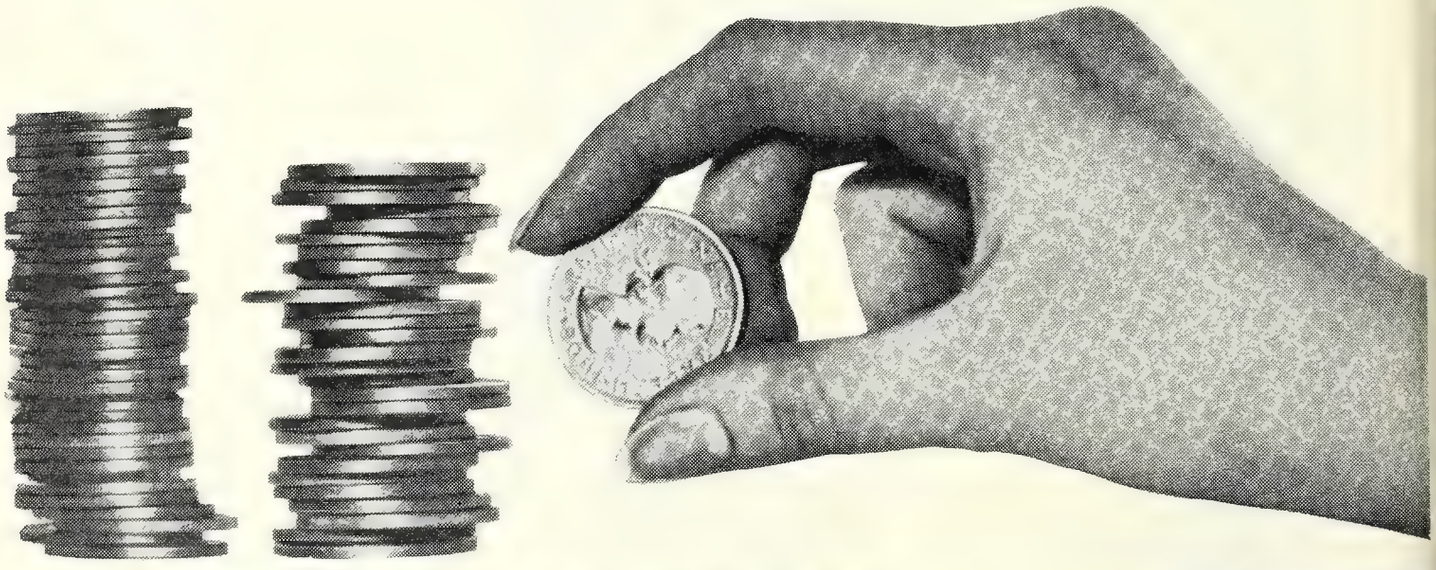
plus generous introductory bonus — see next page

NEW IMPROVED NIVEA MEANS–

new customers · more customers bigger sales · bigger profits with wonderful introductory spring bonus—

20% OFF TRADE PRICE plus P. TAX CONCESSION

on orders for Nivea products that include at least 8 cases of Nivea Creme, one of which must be the compact, sales making pre-packed merchandiser (Order No. 331 –see below).



What the pre-pack merchandising unit means to you

1 It's a compact selling unit holding only the fastest selling lines : 2 dozen 362 ; 2 dozen 368 and ½ dozen 366.

2 The attractive unit costs you nothing—it comes as part of your bonus order.

3 It carries a generous display bonus—**one guinea in free goods**—one guinea extra profit ! (Details from your Southalls (Sales) Ltd. Representative).

SOUTHALLS (SALES) LTD., BESSEMER ROAD, WELWYN GARDEN CITY, HERTS.

an S&N product

dm displays

do a complete advertising and selling job at the

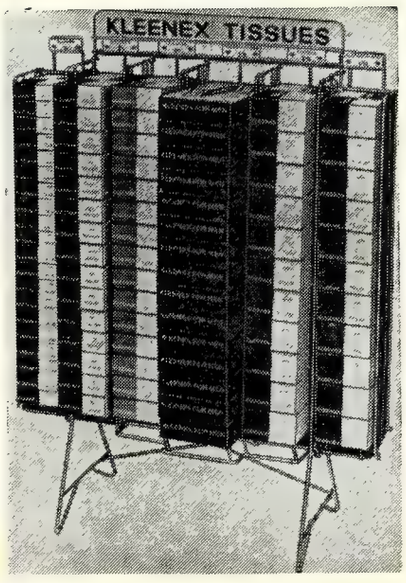
point-of-sale

for National Advertisers

sell from the floor

Impulse sales means volume sales. D&M Displays do a big selling job at the point-of-sale.

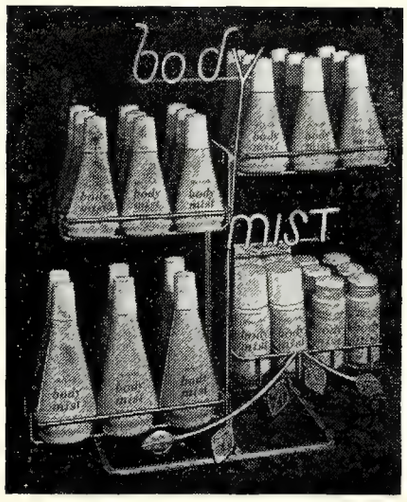
OSCAR PLV AWARD WINNER



sell from the counter

D&M Counter Displays stimulate impulse buying, delivers your sales message where it is most effective, and keeps your products in the 'front row'—right in the selling position.

OSCAR PLV AWARD WINNER



sell from the wall

D&M Wall Units are designed to suit your requirements, and are accurately constructed for simple installation. Win prominent wall positions with effective D&M Self Serve Units.

SEND COUPON FOR YOUR COPY OF OUR CATALOGUE

THE DISPLAY & MARKETING CO. LTD.,

170 Bexley Rd., Eltham, London, S.E.9

Telephone: ELTham 0911 (5 lines)

FACTORY:
NEW EASTWOOD, NOTTINGHAM

TO: THE DISPLAY & MARKETING CO. LTD.,

Name .....

Company .....

Address .....

..... CD/662

Want to fill your shop wi

They'll be coming in their hundreds for

NEW MISS BRECK

'The great new spray – holds any style the natural wa
Miss Breck comes out tops in conclusive Blind Produc
Tests with all competitive brands on the hair spray
qualities women most want.

Recommended Retail Price

4/11

140 gm. size

rgeous young girls?

Coats supplied by Fenwicks

fit from this free-spending, le-conscious teenage market- stocking 'Miss Breck.'

ching this market with advertising that really packs a ery day swinging Miss Breck als will dominate Radio pro- programmes that are tuned the vast, teenage market.

PLUS the added impact of a Glamorous National ABC Cinema Beauty Contest to find
MISS BRECK—1966 · FIRST PRIZE—£1,000
and a guaranteed film part.

E TO TAKE ADVANTAGE OF THIS TREMENDOUS LAUNCH CAMPAIGN FOR FABULOUS NEW

MISS BRECK

Build profits with popular Lion hair care products

Widely advertised, widely asked for Lion hair care products are a steady source of profitable repeat business for the chemist. Make sure you have the stock to profit from this regular demand.

Lion 9 Invisible Nylon Hairnets ☐ Lion Double 9 Slumbernets ☐ Triangular setting nets ☐ Bun nets ☐ Human hair nets ☐ Decorative head bands, mantillas and snoods ☐ Madonna American style hairnets ☐ Ascot metal combs, vulcanite and polystyrene combs ☐ Rollers ☐ Rubber gloves ☐ Eyebrow pencils

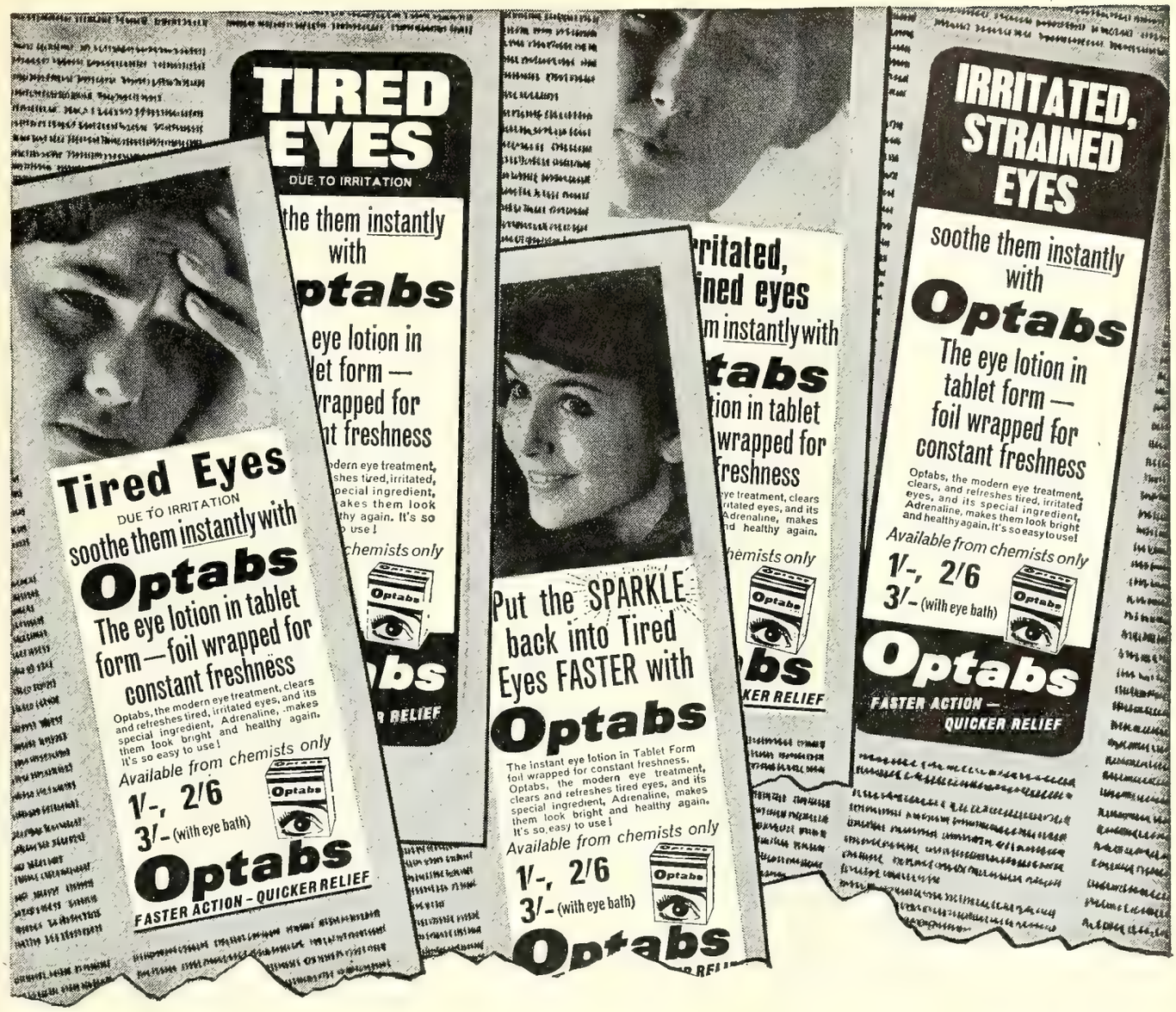
Robert Shaw & Co. Ltd., Ascot Works Ascot Rd., Nottingham. Tel. N'ham 292341

TANNIC ACID

ALL QUALITIES

THE BRITISH DYEWOOD Company Limited

19 ST. VINCENT PLACE
GLASGOW, C.1



The eyes will have it from April - Sept!

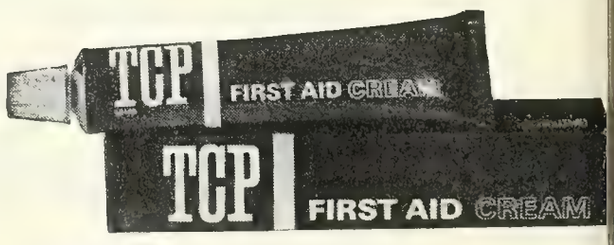
These ads will be seen in mass circulation Women's magazines and the popular Sunday press in the most consistent ever Advertising Campaign for OPTABS. Timed for the peak selling period for eye products.

Optabs *The Eye Lotion in tablet form*

BIGGER PROFITS — FASTER WITH OPTABS

Write: OPTABS LIMITED, Kemtheutic House, Grant Street, Bradford 3.

Two famous germ-killers get together....



....in new T.C.P.* brand First Aid Cream. For double protection against infection.

This summer, germs are on the losing side. Now new T.C.P. First Aid Cream is here—with *two* famous germ-killers:

- T.C.P.* brand Liquid Antiseptic rapidly kills the germs and quickly soothes the pain.
- Hexachlorophene protects the surface by building up a "germ barrier," so that new skin grows faster.

Laboratory tests have shown that T.C.P. First Aid Cream possesses local anaesthetic qualities which quickly help to soothe pain and irritation—a boon to mothers when treating young children.

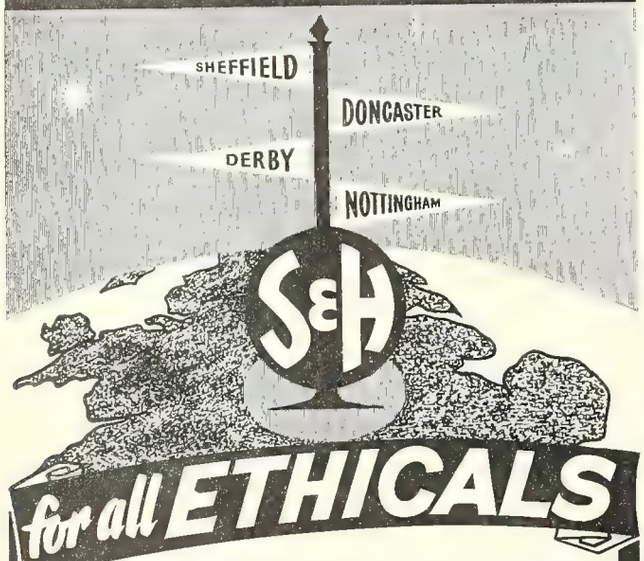
These tests have also shown that T.C.P. First Aid Cream kills germs more quickly than other brands. Because of this, the product can be recommended with confidence.

Order T.C.P. First Aid Cream today. The retail selling price is 2/6 and every dozen tubes come in a compact and attractive display outer.

Contact: Distribution Department, Unicliffe Limited, 7 Stratford Place, London W.1.

*Trade mark

SMITH & HILL SERVICE
is second to none



for all ETHICALS

SMITH & HILL (CHEMISTS) LIMITED
MATILDA STREET SHEFFIELD 1. TELEPHONE 28383 (5 lines)

79a URBAN RD.
HEXTHORPE
DONCASTER
Tel: 65261-3.

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CARDINAL WORKS
CARDINAL STREET
NOTTINGHAM
Tel: 54347-8.

•Exclusive
PHOTOGRAPHIC EQUIPMENT

available to Co-operative Chemists including still and movie cameras, gadget bags, screens, tripods, etc.

WHOLESALERS FOR LEADING MANUFACTURERS

Enquiries to
CO-OPERATIVE WHOLESALE SOCIETY LIMITED,
Photographic Department, Manchester, London, Newcastle and Cardiff

QUEEN

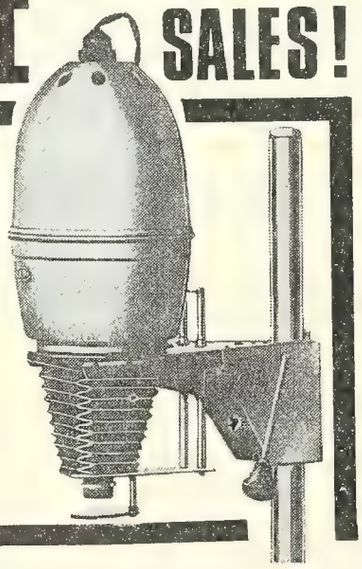
Non Irritant
BEAUTY PRODUCTS

THE SAFETY FACTOR IN EVERYDAY MAKE-UP

Prescribed by the Medical Authorities for over 20 years as the pure and safe cosmetic for sensitive skins.
New terms give 33⅓% discount.

Obtainable from Messrs. Sangers Ltd., and Allied Companies, through your wholesaler, or direct from
BOUTALLS CHEMISTS LTD.,
60 Lambs Conduit St., London W.C.1

ENLARGE YOUR SALES!



THE GNOME
BETA II
2¼" x 3¼" — 35mm
ENLARGER

not only does its job to perfection, it has a kind of built-in sales attraction that shifts it off your shelves —quickly! Embodies many features found only on more expensive models together with the Gnome guarantee of precision construction.

PRICE (with flange) **£9-17-4**

GNOME photographic

GNOME PHOTOGRAPHIC PRODUCTS LIMITED
GNOME CORNER, CAERPHILLY ROAD, CARDIFF Tel 6320/1/2/3

"I can most certainly recommend Jochem's"

— writes Mr. T. R. Gibson of London

"My scalp was unhealthy, constantly itched and my hair was falling fast". This was Mr. Gibson's plight seven years ago. He tried many remedies and even went to a hair specialist—all without success. But—"from the first time I used Jochem's", he writes in his letter to Beautisales Ltd., "I have never had any skin trouble or itching and I have definitely preserved what was left of my hair . . . I am very grateful to the person who recommended it to me and am glad to tell people about it."

Jochem's

HORMONE HAIR PREPARATION

Prices: £6.6. per dozen or 11/- per bottle for less than one dozen (all prices plus P.T.) To retail at 18/9 per bottle (inc. P.T.)

Manufactured under licence and distributed by:-
BEAUTISALES LTD.
35 Old Bond Street, London W.1.
Telephone: HYDe Park 2565-6

Eire Agents: MUR-RA LTD., 38, Lower Stephen Street, Dublin 2

LEDERLE
ANTIBIOTIC PRICE REDUCTIONS

Effective 12th April, 1966, prices of Lederle antibiotics were reduced 30%. Credit for all antibiotic packs purchased prior to 12th April, 1966 will be granted and claims for credit should be made on the Company Credit Claim form which will be mailed to all Retail Chemists.

The following Trade Prices apply from 12th April, 1966.

Product	Pack	New Trade Price £	s.	d.
Achromycin† Capsules 50 mg.	25's		4	0
,, ,, 50 mg.	100's		15	2
,, ,, 250 mg.	16's		10	10
,, ,, 250 mg.	100's	3	5	2
,, ,, 250 mg.	1000's	31	9	0
Achromycin Ear Solution			2	6
,, Intramuscular 100 mg.			2	0
,, Intravenous 250 mg.			3	8
,, ,, 500 mg.			6	6
,, Ointment 3%	½ oz.		1	8
,, ,,	1 oz.		3	0
,, Eye & Ear Ointment 1%	6 x ⅛ oz.		2	6
,, Ophth. Oil Sus. 1%				10
,, Ophth. Powder			2	2
,, Oral Susp.	1·5 gm.		4	0
,, Liquid Pediatric Drops	10 cc.		2	10
,, Sol. Tablets	100's		15	2
,, Syrup	2 Fl. Oz.		4	0
,, ,,	16 Fl. Oz.	1	9	2
,, Tablets 50 mg.	25's		4	0
,, ,, 50 mg.	100's		15	2
,, ,, 250 mg.	16's		10	10
,, ,, 250 mg.	100's	3	5	2
,, ,, 250 mg.	1000's	31	9	0
,, Troches	25's		1	6
Achromycin† V. Capsules 50 mg.	25's		4	0
,, V. ,, 50 mg.	100's		15	2
,, V. ,, 250 mg.	16's		10	10
,, V. ,, 250 mg.	100's	3	5	2
,, V. ,, 250 mg.	1000's	31	9	0
,, V. Ped. Drops Aqueous	10 cc.		2	10
,, V. Syrup	2 Fl. Oz.		4	0
,, V. Syrup	16 Fl. Oz.	1	9	2
Aureomycin* Capsules 50 mg.	25's		4	0
,, ,, 50 mg.	100's		15	2
,, ,, 250 mg.	16's		10	10
,, ,, 250 mg.	100's	3	5	2
,, ,, 250 mg.	1000's	31	9	0
,, Ear Solution 50 mg.			2	6
,, Ointment 3%	½ oz.		1	8
,, ,, 3%	1 oz.		3	0
,, ,, 1%	6 x ⅛ oz.		2	6
,, Syrup	4 Fl. Oz.		8	0
,, ,,	16 Fl. Oz.	1	9	2
Ledermycin† Capsules 150 mg.	16's		11	6
,, ,, 150 mg.	100's	3	8	4
,, ,, 150 mg.	1000's	32	19	0
,, Drops Aqueous	10 cc.		3	0
,, Syrup	2 Fl. Oz.		4	2
,, ,,	16 Fl. Oz.	1	10	6
,, Tablets 150 mg.	16's		11	6
,, ,, 150 mg.	100's	3	8	4
Ledermycin Tablets 150 mg.	500's	16	9	6
,, ,, 150 mg.	1000's	32	19	0
,, ,, 300 mg.	16's	1	2	10
,, ,, 300 mg.	100's	6	16	6
,, ,, 300 mg.	500's	32	19	0
,, Ointment 0·5%	20 gm. Tube		2	8
Ledermycin† Nystatin Caps.	16's		13	0
,, ,, ,,	100's	3	17	8
,, ,, ,,	500's	18	14	4

* Trade Mark.
† Regd. Trade Mark

Lederle Laboratories, a division of Cyanamid of Great Britain Limited, Bush House, Aldwych, London, W.C.2.

C&D

CLASSIFIED ADVERTISEMENTS

Address Box Number Replies to: THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2. Tel.: CENTRAL 6565

This service does not extend to the forwarding of samples.

PREMISES

BULL RING CENTRE BIRMINGHAM

comprising the City Markets, The Midland Red Bus Station, Car Parking for 550 vehicles and

100 shops – 93 let to

nationally famous concerns including F. W. Woolworth & Co. Ltd., Richard Shops Ltd., John Collier Ltd., Dorothy Perkins Ltd., Etam Ltd., Boots Cash Chemists Ltd., Stylo Shoes Ltd., Lyons & Lyons, Hope Bros. Ltd., England Shoes Ltd., Fine Fare Ltd., Bata Ltd., Foster Bros. Clothiers Ltd., etc.

Joint Sole Agents

Chesshire Gibson & Co.,
Colmore House,
21 Waterloo Street,
BIRMINGHAM 3.
Midland 9351.

Edward Erdman & Co.,
6 Grosvenor Street,
London, W.1.
MAYfair 8191.

Tenants are invited to discussion direct with:

G. S. Brown, Esq.,
Laing Property Services Ltd.,
500 Bull Ring,
Smallbrook,
BIRMINGHAM 5.
Midland 6261.

CHEMIST

Enquiry invited from suitable concern for one of the remaining seven shops.

C 6939

BUSINESSES FOR SALE

ABOUT THE OLDEST ESTABLISHED cosmetic company in this country, producing "Beauty Secret" cosmetics is now available for outright or partial sale. This company (20,000 issued shares) has excellent trade and retail connections in this country and abroad. Owing to other commitments the management are unable to spend the time to develop this company. Maximum investment required, £5,000. Box C 1753.

DRUG STORE IN SURREY (formerly Pharmacy) suitable for reconversion with excellent living accommodation for only £1,250 plus S.A.V. (can be adjusted). Quick sale as owner is buying another freehold property. Replies to the advertiser: c/o Mrs. Nettleton, 1 Mitchell Road, London, N.13, or phone after 4 p.m. EDM. 5945. C 1755

APPOINTMENTS

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS

Dispensing Assistant

required in Group Pharmacy. Varied work and excellent experience in comprehensive pharmacy department. No duties on alternate Saturdays. Apply to Group Pharmacist. C 6947

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Locum Pharmacists

for relief duties during summer holiday period at four hospitals within the Group. Accommodation available if required. Apply to Chief Pharmacist, Bethnal Green Hospital, Cambridge Heath Road, London, E.2 (Telephone: ADVance 3413). C 767

GLENSIDE HOSPITAL, STAPLETON, BRISTOL

Dispensing Assistant

required. Salary according to age, £308 at 18, £467 at 22 or over plus £50 for holders of Certificate of Apothecaries or other approved qualifications. Eventual maximum £615 unqualified, £697 qualified. Improved scales awaited. Higher commencing salary may be payable to experienced applicant. Board residence if required. Applications giving full details and names of two referees should be sent to the Secretary. C 6923

MOORFIELDS EYE HOSPITAL

Dispensing Assistant

Applications are invited for the post of Dispensing Assistant. Interesting work in modern, well-equipped Department. Duties finish at 4.30 p.m. Monday to Friday; Saturday 1 p.m. with alternate Saturday free. Whitley Council salary scale and conditions of service. Applications to the Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 6917

MOORFIELDS EYE HOSPITAL

Senior Pharmacist

Applications are invited for the post of Senior Pharmacist to take charge of the Sterile Products Department in this Postgraduate Teaching Hospital. Interesting appointment in modern, well-equipped department with opportunity to assist in formulation problems. Duties finish at 4.30 p.m. Monday to Friday; Saturday 1 p.m. with alternate Saturday free. Whitley Council salary and conditions of service. Applications to Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 6918

MEMORIAL HOSPITAL, SHOOTERS HILL, LONDON, S.E.18

Locum Pharmacist

required for periods 16th—29th May, and during June/July and 22nd August—4th September to cover staff leave. Hospital experience desirable. Apply to Chief Pharmacist (telephone: WOOlwich 8811). C 6929

NORTH WEST SURREY GROUP H.M.C.

Deputy Chief Pharmacist (Category V)

required in the Group Pharmaceutical Department at ST. PETER'S HOSPITAL, CHERTSEY, SURREY.

The position offers good experience. New District General Hospital in process of construction. Whitley Council Salary and Conditions. Salary scale £1,190 rising by annual increments to a maximum of £1,505. Assistance with removal expenses of a candidate may be given.

Applications stating age and previous experience with the names of two referees to the Hospital Secretary, St. Peter's Hospital. C 6927

SCUNTHORPE HOSPITAL MANAGEMENT COMMITTEE, WAR MEMORIAL HOSPITAL, SCUNTHORPE, LINCS

Locum Pharmacist in Charge

Applications invited for Locum Pharmacist in Charge (Category IV Hospital) for period 25th July to 20th August—residential accommodation available. Salary £33 10s. 7d. per week. Apply to Hospital Secretary. C 6935

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1.
Senior Pharmacist
required for the Out-Patient Department of the above Hospital. This is a congenial post for a person who enjoys dealing with patients and medical and nursing staff and who wishes to keep abreast of the latest developments in drug treatment. Salary on the scale: £1,040 + £40 to £1,160 + £45 to £1,295 plus London Weighting and Higher Qualification allowance. Evening Clinic weekly for which a payment of £2 8s. 9d. is made. Applications to the Chief Pharmacist. C 775

ST. MARK'S HOSPITAL, CITY ROAD, LONDON, E.C.1
Dispensing Assistant (qualified)
required. Salary scale £358—£697 per annum, plus London Allowance of up to £40 p.a. Applications to Hospital Secretary. C 6943

THE LONDON CHEST HOSPITAL
Locum Chief Pharmacist (Category II)
required for all or some of the following periods: May 2nd—May 14th, 1966; June 13th—June 25th, 1966; August 29th—September 10th, 1966. Whitley Council Scale (£28 7s. per week).
Apply House Governor, London Chest Hospital, Victoria Park, E.2, immediately. C 6941

THE ROYAL NATIONAL THROAT, NOSE & EAR HOSPITAL, GRAY'S INN ROAD, LONDON, W.C.1
Lady Dispenser (full-time)
Salary according to Whitley Conditions. Apply Chief Pharmacist, The Royal National Throat, Nose & Ear Hospital, Gray's Inn Road, London, W.C.1. TER. 8855. C 770

SITUATIONS VACANT

GENERAL

DISPENSER, part-time, afternoons 2.30-5.30, Saturday 10-12.30, required by partnership of doctors, light work, suitable for married or semi-retired person. Doctors Duncan & Ptrs., 59 Addiscombe Road, Croydon, Surrey. Tel.: CROydon 1213. C 1752

RETAIL (HOME)

MANAGER

Daylin Stores Ltd. offer an exceptional opportunity for an ambitious young man, to manage their first store in Great Britain. Applicants must be pharmacists with experience in merchandising techniques and store management. The position affords an excellent salary commensurate with experience and the opportunity for personal growth within a new progressive company. Apply in confidence with details to:

Mr. R. H. Wessler,
Managing Director,
Daylin Stores Ltd.,
30 Gresham Street,
LONDON, E.C.2. C 6945

PHARMACIST

Daylin Stores Ltd. require a pharmacist to take charge of dispensing in their first store in Great Britain. This position offers an excellent opportunity to a recently qualified pharmacist who wishes to join a new progressive group, and realise personal growth within the company. Apply in confidence with details to:

Mr. R. H. Wessler,
Managing Director,
Daylin Stores Ltd.,
30 Gresham Street,
LONDON, E.C.2. C 6946

LADY OR GENTLEMAN PHARMACIST to manage Hayes, Middlesex, branch. Comfortable self-contained flat with nice garden. Middle-class business. Salary and commission. State usual details to Meads Wembley Pharmacy Ltd., 27 Wembley Hill Road, Wembley, Middlesex. C 1571

PHARMACIST REQUIRED to convert drug store to pharmacy. Male or female, any arrangement considered. Good prospects. Two miles from Beaconsfield. Apply Box C 1740.

SUPERINTENDENT PHARMACIST MANAGER. Wanted to join formation of new company with ample funds, London area. Seeks pleasant personality, ambitious Pharmacist with good extensive retail experience, initiative in sales promotion, efficient stock control, conversant with modern merchandising methods, 3-10 years successful record as manager. Preference given to Pharmacist aged 30-40 now managing business with turnover in excess of £30,000 annually. Good salary, share of profits, Directorship, exceptional opportunities for progress, sound future prospects. Please write for interview giving fullest details in strict confidence and phone no. to Box C 1759.

WHOLESALE

ASSISTANT TABLET MAKER with all-round experience required. Good salary, 5-day week and pension scheme. Holiday arrangements honoured. Apply: Medopharma Ltd., 158-162 Tooting High Street, S.W.17. C 6944

COSMETICS AND PERFUMERY
Expanding company, selling to leading chemists and department stores requires representative experienced in this field to cover South London/Berks/Bucks territory. Salary £1,250 p.a. Bonus. Company car. All expenses paid. Superannuation scheme. Holidays honoured. Applications giving full details of experience to date to Sales Manager, Box C 6928.

PHARMACIST REQUIRED for Ampoule Department in North London factory. Attractive salary. 5-day, 40-hour week. Apply: R. H. Lushington, M.P.S., Martindale Samoore Ltd., 26 Lawrence Road, Tottenham, N.15. Phone: LAT. 2231. C 6933

PRODUCTION PHARMACISTS

required by

ALLEN & HANBURYS LTD.,

WARE, HERTS,

for vacancies which occur in sterile products manufacturing.

We are seeking to attract men who have had some experience in this sphere and would now like to widen their knowledge of large-scale manufacturing techniques.

Applications in writing, giving details of age, qualifications and experience, should be addressed to the Personnel Manager, quoting reference no. PP 3.

C 6942

RETAIL (HOME)

A PROGRESSIVE CAREER WITH A FORWARD-LOOKING COMPANY

If you're a potential post-graduate student you are invited, on completing your course at college, to join a company which welcomes young people. Pharmacists who make their future with Boots can look forward to rewarding careers with excellent opportunities for advancement. Salaries are progressive. For post-graduate students they range from £900 to £975 per annum for men and from £850 to £925 for women according to district. For the highest positions in branch management over £3,000 is paid.

ENJOY THESE OTHER ADVANTAGES TOO:

• Good Bonuses • Business Training Courses • 3 to 5 weeks' holiday • Sick pay and pension benefits

Applications in the first place to Retail Staff Department, Station Street, Nottingham. Interviews can be arranged in any part of the country. Why not write today?

Boots THE CHEMISTS

C 756

Situations Vacant—Continued

INDUSTRIAL PHARMACIST

A vacancy now exists for a keen young Production Pharmacist in the Injection Department of this Company, as Assistant to the Manager.

This position offers valuable experience in the manufacture of injections and sterile products and, though preference would be given to candidates with some industrial knowledge, instruction would be available to a recently qualified pharmacist wishing to make a successful career in the Pharmaceutical Industry.

An attractive salary and conditions will be offered to the selected applicant.

Apply first in writing to:—
Senior Personnel Officer,
THE BRITISH DRUG HOUSES LTD.,
Graham Street, London, N.1.
C 6938

YOUNG ASSISTANT for Analytical Department required in North London factory. Interesting work. Good salary. 5-day week. Apply to R. H. Lushington, M.P.S., Martindale Samoore, Ltd., 26 Lawrence Road, Tottenham, N.15. Phone: LAT. 2231. C 6934

YOUNG MAN to join Despatch Section of a small progressive pharmaceutical organisation in the Walthamstow area of London. Excellent opening into industry with good conditions of employment. Box C 1756.

SITUATIONS WANTED

SALES MANAGER, 18 years in Cosmetics and Toiletries, seeks position with progressive firm, in or near London, where experience and ability in all aspects of the trade, except manufacture, will be rewarded. Box C 1757.

A YOUNG well-experienced Pakistani qualified Pharmacist, who is presently working as Pharmacist in charge of a leading Pharmaceutical concern, seeks a suitable job in some Pharmaceutical concern in England or Canada. Please contact: I. A. Riyaz, c/o S. A. Riyaz, Manager, Dawood Cotton Mill, Landhi, Karachi-22, Pakistan. C 1754

AGENTS

ETHICAL COMPANY wishes to appoint a sole agent in Eire for their products, which are already in steady demand. Only firms able to give a full distributive service, please, write Box C 6926.

WE are U.K. distributors of de luxe French perfumery successfully test marketed and now on the brink of exciting expansion.
YOU are top agents selling exclusively to stores and chemists.
TOGETHER we shall attack the market successfully supported by national advertising and full range of sales aids.
RESULT growth with young organisation, satisfaction of job well done, remarkable increase in bank balance, through our generous commissions.
WRITE now with fullest details to Box C 6916.

WANTED

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8. C 140

BUSINESS OPPORTUNITIES

A LIMITED COMPANY formed for £18 complete. Ready-made Companies £20. Express Company Registrations, Ltd. (Dept. 37), 70 Finsbury Pavement, E.C.2. NAT. 5434/5. C 755

LEADING MANUFACTURER introducing latest type of chemists' display shelving, showcases and complete dispensary fittings, seeks shops to act as show installations. Rocano Ltd., St. Paul Street, Bristol, 2. C 759

FOR SALE

FOR YOUR REQUIREMENTS OF:— Tetracycline, Quinine Salts, Quinidine Salts, Isoniazid B.P., Ephedrine HCl., Chloramphenicol Salts, Thiamin HCl., Phenolphthalein, Strychnine Sulphate, Stilboestrol, kindly contact: Mesco Laboratories, Limited, 10 Holywell Lane, London, E.C.2. Cables: Ascendo — London, E.C.2. Telephone: SHOreditch 2185. C 773

TENDERS

SOUTH WEST METROPOLITAN REGION Hospital Supplies Officers' Joint Contracting Sub-Committee HEREBY invite tenders for the Supply of Medical and Surgical Requisites and Pharmaceutical Sundries (excluding Drugs, Chemicals, etc.) for period 1st June, 1966, to 31st May, 1967. Apply to the Supplies Officer (L. A. Sheffield), South West London Hospital Group, St. James' Hospital, Sarsfeld Road, Balham, London, S.W.12, for forms of tender.
CLOSING DATE FOR RECEIPT OF TENDERS, 3rd MAY, 1966.
J. R. DRISKELL,
Hon. Secretary
C 6940

MISCELLANEOUS

HEALTHCRAFT NATURAL VITAMINS. Brand leaders. Best trade terms. Direct or through your wholesaler. Details from Healthcrafts, The Manor House, Worcester Park, Surrey. DERwent 3877/89. C 722

SITUATIONS VACANT WHOLESALE

Parke-Davis offer PHARMACISTS a progressive career

with attractive fringe benefits
in one of the world's largest International Pharmaceutical Houses.

Vacancies exist in our
PRODUCT DEVELOPMENT LABORATORY
and
MEDICAL SERVICE DEPARTMENT

There are also excellent opportunities for:
MEDICAL REPRESENTATIVES

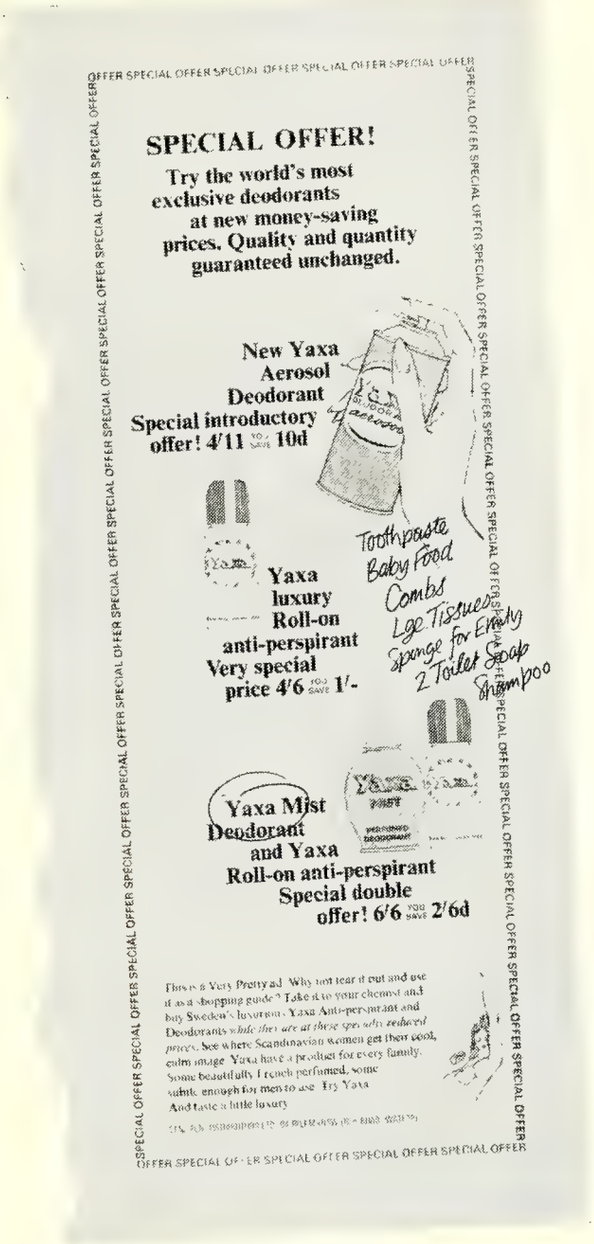
We should like to tell YOU all about the advantages offered by the Company.
If you would like to tell US all about your experience to date, please apply for an interview by 'phone or letter in confidence to:

Personnel Manager
Parke-Davis & Company
Staines Road, Hounslow
Middlesex
Hounslow 2361

BETTER MEDICINES FOR A BETTER WORLD

C 771

Printed by THE HAYCOCK PRESS, LTD., 2 Exmoor Street, London, W.10,
and published by the Proprietors, MORGAN BROTHERS (PUBLISHERS), LIMITED, at 28 Essex Street, London, W.C.2 60/24/10S



Between the Toothpaste and the Shampoo you can sell a lot of Yaxa

The Idea: We know Yaxa is among the most exclusive Deodorants and Anti-Perspirants. So we've decided to come right out and remind your customer that she knows too—at the same time offering very attractive price reductions on Yaxa products for a limited period. We think she'll like the taste of luxury and come back to you for more.

The Results: The Yaxa ads (one above) will appear in favourite women's magazines, Woman, Woman's Own, Woman's Realm, Honey, through Spring and Summer.

Copy will say: 'This is a Very Pretty Ad. Why not cut it out and use it as a shopping guide? Take it to your chemist . . .' So when you see her coming, advertisement in hand, clear the decks! You're going to sell a lot of Yaxa! Special terms on direct orders placed between now and 30th April 1966.

Phone Miss Carlsson, Watford 29251, or write and our representative will call.

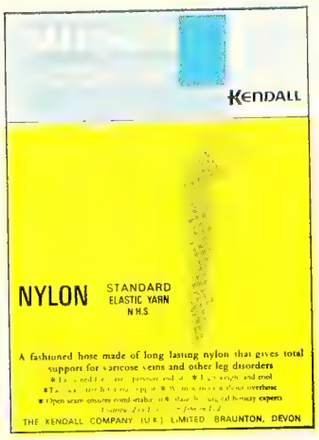
DENDRON DISTRIBUTORS LTD., 94 RICKMANSWORTH ROAD, WATFORD

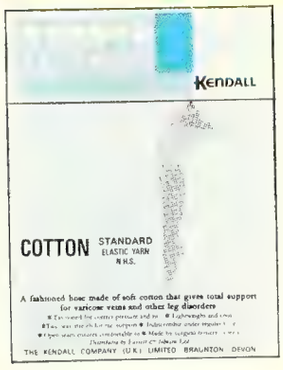
FREE
Point of sale material

We've designed eye-catching crowners to sell Yaxa's price reduction story—right there on your counter.

C&D
CHEMIST AND DRUGGIST
APRIL 16 1966

Big news about BURSON ELASTIC HOSIERY





4 new spot-at-a-glance packs!

New attractive stocking shades!

Burson's new-look packs mean that you can select at a glance the style, the size, the shade and the fabric your customer needs. BLUE pack for cotton. YELLOW for nylon. LARGE pack means an above the knee stocking, SMALLER pack indicates the below knee style. Stock these new packs how you wish—right side up, upside down, flat or upright, all this makes it even easier for you to select the right Burson for your customer. All prescribable under NHS.

Dispenser 12″ x 11″ x 3″

PLUS BURSON Lightweights!

Try this once-only Burson Lightweights Stocking offer. You buy only 6 pairs of Lightweights in the top selling sizes.

9	9½	10	10½	
No. 1	2	2	1	pairs

Pre-packed in an attractive dispenser with 25 free leaflets designed to better serve your customers.

See your Fassett & Johnson representative for further details, or order your special offer by filling out the coupon below.

Normal Price £9.12.0

☐ Please send me lightweight dispenser offer

☐ Please send me further information on Burson Elastic Hosiery.

(Please tick appropriately)

FASSETT & JOHNSON LTD., Oxford Works, Worsley Bridge Rd., London, S.E.26.

Name.....

Address.....

.....

C&D

CHEMIST AND DRUGGIST

APRIL 23 1966

INTRODUCING...

BARTEX & BARTLETT

SUNGLASSES 1966

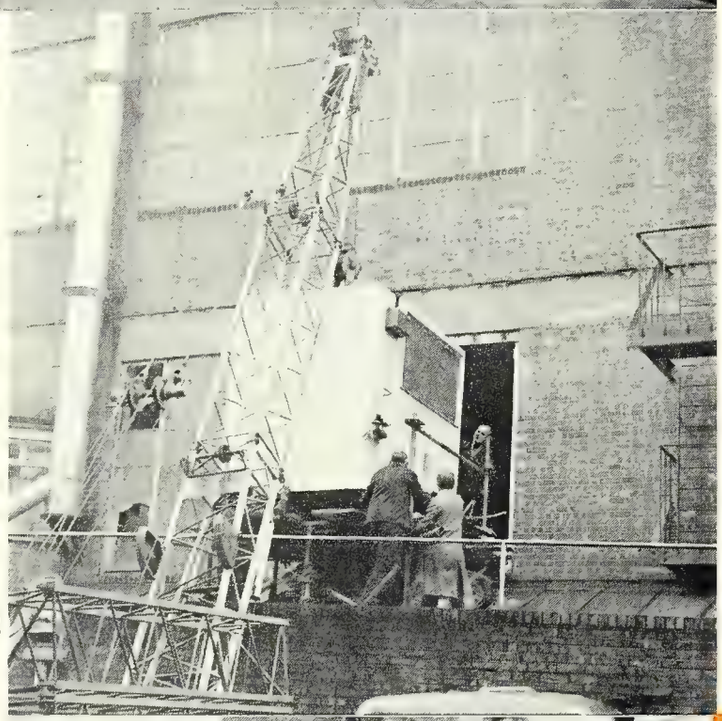
Again Bartex and Bartlett produce the most fabulous and complete range of Sunglasses obtainable. High optical standard with fashion flair designs will make them fast sellers—and show you a quick PROFIT.

REVOLVING DISPLAY STANDS will whirl your sales to even greater heights—free with bulk orders.

ORDER NOW—ASK YOUR WHOLESALER FOR DETAILS.

FRED FRANKS & BARTLETT CO, LTD, 276 VAUXHALL BRIDGE ROAD, LONDON SW1 · TATE GALLERY 9301/6

1



2

3

1 A bay of the sugar coating plant. One of the largest and most modern in the world.
2 Installing a big fluid bed drier at our Brighton factory.
3 An advanced design in suppository making equipment.

Here is a modern manufacturing and packaging service using the most modern equipment available today for the development and production of tablets, pills, creams, ointments, suppositories, liquids and pharmaceutical specialities.

Tablets of all shapes and sizes are made in dozens and in millions for destinations all over the world.

A department designed exclusively for the coating of tablets deals with large scale commitments embodying a great variety of coatings.

The pill department has an enormous output judged by any standard.

Proprietary preparations are manufactured and packed for Home and Overseas accounts. Technicians, with whom you can discuss possibilities and problems are always available.

This is an establishment where quality is placed above all considerations, and yet can claim that its prices are economic.

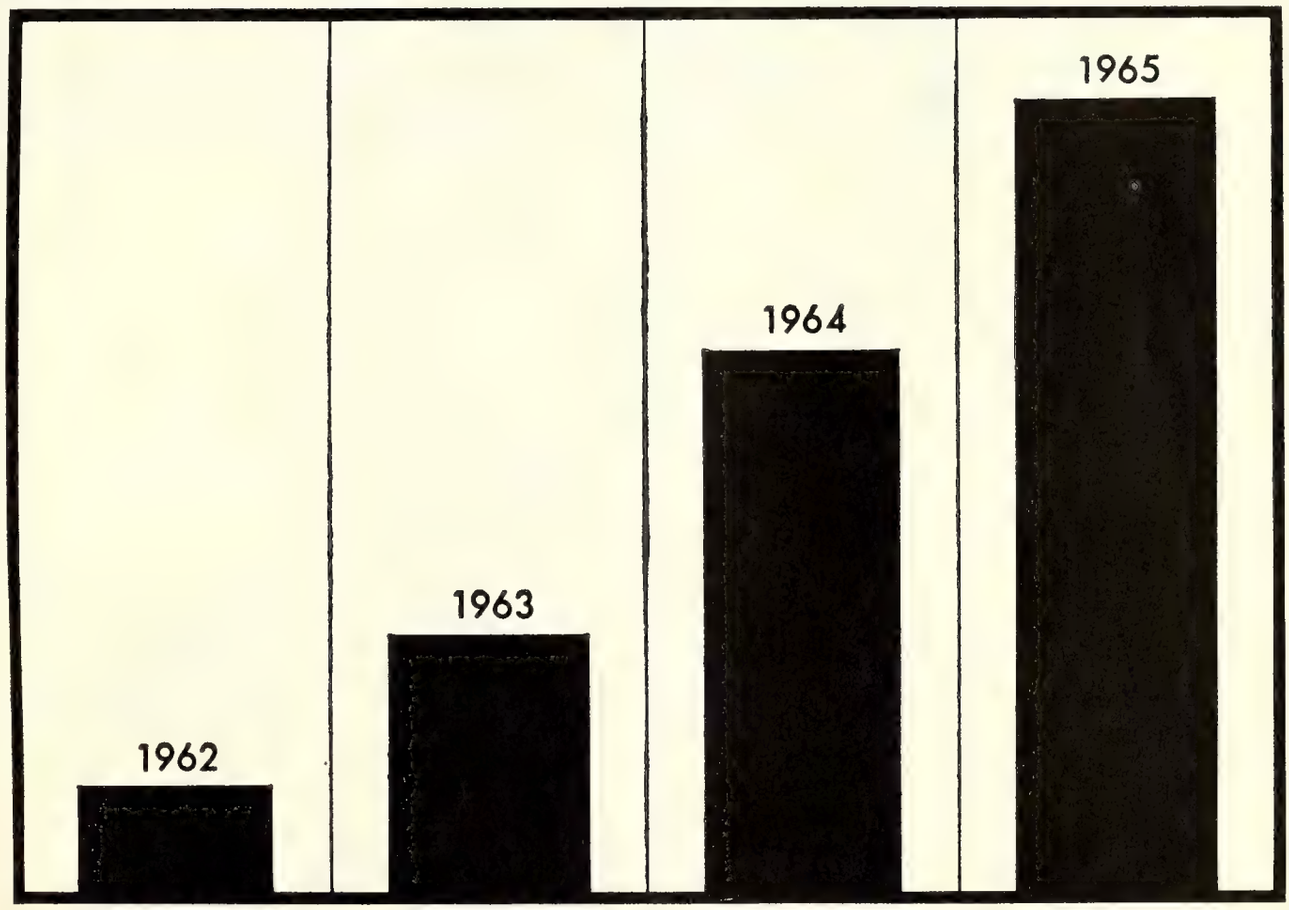
COX

ARTHUR H. COX & CO. LTD.

The Foremost Tablet House

BRIGHTON, ENGLAND

Are you getting your share of this fast growing baby product?



Ex factory sales of 8 oz Economy size of Vaseline Petroleum Jelly

Sales of Vaseline Petroleum Jelly in the 8 oz. economy jar are soaring. Last year they were 46% up on 1964 and over 200% up on 1963. No wonder. Vaseline Petroleum Jelly is the sure way to prevent nappy rash. It forms a waterproof barrier between the nappy and baby's tender skin, and in the 8 oz. jar mothers find it is an extremely economical buy. Vaseline Petroleum Jelly is also heavily supported by 30-second TV commercials and print advertisements in specialised baby magazines. *And* we give free samples of Vaseline Petroleum Jelly to more than 420,000 new mothers each year.

Get your share of this fast growing baby product. Order the 8 oz. economy size jar in the attractive display shown here. There is a bonus of 12 charge 11 for all direct orders for this size taken before April 30th.

Vaseline*
PETROLEUM JELLY
A Chesebrough-Pond's Health Product.

*Registered Trade Mark

New OVALTINE

T112

Rusks offer

with maximum Mum-appeal

Attractive, top-quality, full-size pushchair

Retail value £6.6.0

Offered at 75/-

saving 51/-

Big support for you

Special promotion for this great Ovaltine Rusks offer starts in May in media with the most on-target impact—

WOMEN'S WEEKLY MAGAZINES
WOMEN'S MONTHLY MAGAZINES
SPECIALISED BABY PUBLICATIONS

Remember . . . every order means extra sales for you, because every Mum who wants a pushchair must send in a baby illustration from an Ovaltine Baby Rusks or Ovaltine Teething Rusks carton.

Leaflets and showcards available for your in-store merchandising

Stock and display plenty of Ovaltine Rusks

Perfume Concentrates

Terpeneless Essential Oils

Essential Oils

ZIMMERMANN

Chas. Zimmermann & Co. Ltd.

Dega Works, Walmgate Rd., Perivale, Middlesex

phone: Perivale 9121

DEGA BRAND

INDEX TO ADVERTISERS

Agfa, Ltd. .....Interleaved Edit., 17, 18, 19, 20
Alcan (U.K.), Ltd. 24, 25
André Philippe, Ltd. 7

Beatson Clark & Co., Ltd. 26
Burrough, James, Ltd. 5
Burroughs Wellcome & Co. .....Price List Sup., page 1
Burson Elastic Stockings .....Cover iv

C. & D. Tablet Chart 27
Cartwright, W. B., Ltd. .....Inset
Chesebrough-Pond's, Ltd. 1
Clay & Abraham (Manfg.), Ltd. 5
Corre, A., & Son, Ltd. .....Price List Sup., page 11
Counterpoint Equipment, Ltd. .....Cover iii
Cow, P. B. (Li-Lo), Ltd. 6
Cox, A. H., & Co., Ltd. .....Cover ii

Fencolor Laboratory, Ltd. 5
Foyle, W. & G., Ltd. 12
Franks, Alfred, & Bartlett Co., Ltd. .....Cover i
Freeman, William, & Co., Ltd. 13

Goddard, J. G., & Co., Ltd. 22

Heron, John, Ltd. (Froment) 5

Kaymet Co..... 12

Litesome Sportswear, Ltd. 11
Leo Laboratories, Ltd.....Interleaved Edit., 16

Macdonald & Son, Ltd. 8, 9
Mason, Wm., & Sons, Ltd. 6
Maund & Berg, Ltd. 5
Midland Bank Group .....Interleaved Edit., 15

Ormskirk Photo Services, Ltd. 14

Photopia International, Ltd. 14
Pyser-Britex (Sales), Ltd. 12

Silber, J. J., Ltd. 21
Sumner, R., & Co., Ltd. 11

Torbet Lactic Oat Co., Ltd. 5

Wander, A., Ltd. 2, 3
Warenzeichenverband Pharmazeutischer
Und Chemischer Erzeugnisse E.V. 10
Whitecross Optical Co. 23

Zimmermann, Chas., & Co., Ltd. 4, 5

Pharmaceutical and Fine Chemicals

DEGA BRAND

ALLANTOIN
ADRENALINE
BENZOCAINE (Hoechst)
CAFFEINE
CAMPHOR (Hoechst)
DEXAMPHETAMINE SULPHATE
DIASTASE
DIGOXIN
EPHEDRINE
FOLIC ACID
ISOPRENALINE SULPHATE
PANCREATIN
PAPAIN
PAPAVERINE
PARACETAMOL (Hoechst)
PEPSIN
PHENAZONE (Hoechst)
PHENYTOIN SODIUM
PHENOLPHTHALEIN
PIPERAZINE
PROCAINE (Hoechst)
QUINIDINE
RESORCIN (Hoechst)
SILVER PROTEIN
THEOBROMINE
THYMOL
QUININE etc.

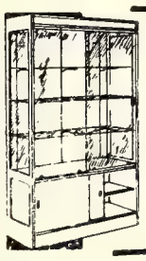
ZIMMERMANN

Chas. Zimmermann & Co. Ltd.
Dega Works, Walmgate Rd., Perivale, Middlesex
phone: Perivale 9121

calsalettes Half a century of established reputation allows you to recommend these safe laxative tablets with absolute confidence.
Retail Prices: 20's—1/9. 100's—6/9.
TORBET LABORATORIES LTD.
24 Great King Street, Edinburgh, 3.

Powerful NATIONAL ADVERTISING
AGAIN THIS YEAR
will keep these products as "Top Sellers"!

SUSIE'S PERFECT DRY CLEANER
ULCANON FOR MOUTH ULCERS
Makers: Clay & Abraham, Liverpool 1.



MAUND & BERG
SPECIALISTS
IN
"PURPOSE MADE"
PHARMACY FITTINGS, COUNTERS, ETC.
Enquiries invited
Dept. C.D.,
175-9 OLD STREET, LONDON, E.C.1
Tel.: CLErkenwell 1782

BURROUGH'S
S.V.R. DOUBLY RECTIFIED
JAMES BURROUGH LTD.
VAUXHALL ST. LONDON S.E.11

When your customers ask for
WHEAT GERM - *Sell them*

FROMENT
STABILIZED PURE WHEAT GERM

RECOMMENDED FOR NERVES, HEALTH & ENERGY —FROMENT HAS A LOVELY NUTTY FLAVOUR WHICH EVERYONE ENJOYS.
DOUBLE SIZE (28oz) FAMILY PACK ONLY 6/- 14oz. CARTON 3/3 7oz. CARTON 1/9
Sole Manufacturers
JOHN H. HERON LTD.,
HOOK ROAD MILLS, GOOLE. TEL 1153

FOR ALL ANCILLARY SERVICES
FENCOLOR PROCESSING LABORATORY

Prints from transparencies — duplicate colour prints, transparencies from colour prints, everything you ever need plus Personal Service.

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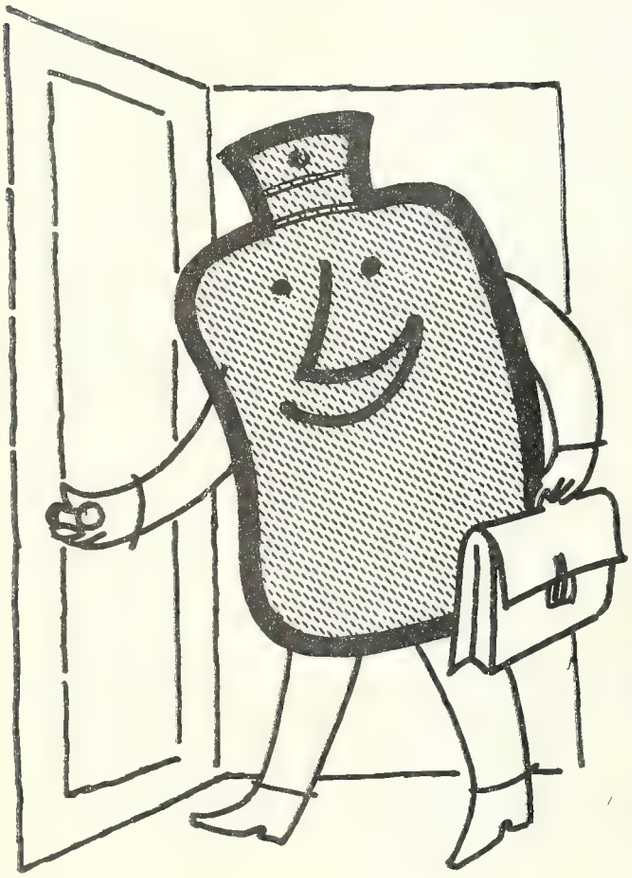
LABORATORY
P.O. BOX 47, ABBEY ROAD, CAMBRIDGE. *Tel:* 54507



Don't miss the LI-LO man

Don't miss the Li-Lo man when next he visits you — all your customers will be wanting to buy the exciting range of Li-Lo hot water bottles.

With competitive prices and a wide choice of colour and style we're sure that even you will be amazed at the wonderful value offered.

P. B. Cow (Li-Lo) Ltd., Trading Estate, Slough, Bucks. Tel: No 20333.

LI-LO

NORDIA

SHOPFITTERS TO THE SUCCESSFUL

CAN PUT PROFIT BACK IN YOUR PHARMACY

It costs nothing to let Nordia tell you how we think your shop can be improved, your turnover increased, and what capital outlay is necessary. The service by Nordia's shopfitting consultants—including a modernisation scheme prepared for your business specifically —is friendly and free. Make use of it right away by posting the coupon *NOW*.

I want to know more about the Nordia System of Selling

name _____

address _____

CD/2/66

LEEDS ..... 25 Wellington Street, Leeds. Tel: Leeds 35821
LONDON .... 94 Baker Street, London W1. Tel: Welbeck 9296
EIRE ..... Nordia Shopfittings (Ireland) Ltd. 94b Lr. Drumcondra Road, Dublin 9. Tel: 371129

André Philippe

New, New, HAND CREAM

Delicately perfumed in an elegantly designed bottle — another exclusive new André Philippe shape. Easy to handle. Gold metallised cap. Gold blocked label.

Price 1/11d Retail

Price per dozen:

13/4d plus 25% P.T.

Packing 3 dozen unit outer

★ **All opening orders for this new pack delivered free.**

ORDER and RESERVE FORM

To: ANDRÉ PHILIPPE LTD. 71-71B Gowan Avenue, London, S.W.6.

Please deliver by return a 3 dozen unit pack Hand Cream. If more than 3 dozen is required please state quantity ( ) dozens.

Name .....

Street .....

Town .....

County .....

PLEASE WRITE IN BLOCK CAPITALS

ANDRÉ PHILIPPE LIMITED, 71-71B GOWAN AVENUE, FULHAM, LONDON, S.W.6. Tel: RENown 2194/2397

C

She's got SILCOT

she wears fashio

SILCO

You can be confident of fresh sales a

- Competitively priced in 3 popular styl
  TRICOT STYLE—white elasticise rayon briefs **5/11** retail
  CHIC STYLE—no-belt nylon brie in white, light navy and black **6/11** retail
  BIKINI STYLE—no-belt slimli nylon briefs in white, **7/11** retail
- Available in a range of sizes for perfect fit and greater comfort—with size clearly marked on each pack.
- Pre-packed in fully descriptive eye-catching packs for maximum sales from FREE self-service counter dispenser.

SPECIAL BONU OFFER!

FREE COUNTER DISPENSER an SHOWCARD!

Eye-catching counter dispenser provides for easy self-selection

onfidence...

tyled

RIEFS

er profits because SILCOT BRIEFS are

Plus a BONUS OFFER

during April and May of 1 CHIC garment for each dozen of ANY STYLE ORDERED, on all orders of 2 dozen garments or more. For example, you will receive a bonus of 20/9 if you order 3 dozen garments.

1 dozen Tricot - - cost to you	£2-14-6
1 dozen Chic- - - cost to you	£3- 4-0
1 dozen Bikini - - cost to you	£3-13-0
Total cost to you	£9-11-6
Sales to you	£12- 9-0
Normal profit	£2-17-6
Plus BONUS 3 CHIC sales to you	£1-0-9
Profit to you during April and May (40% of cost to you)	£3-18-3

Plus usual additional quantity discounts.

OFFER CLOSES 31st MAY 1966

Post coupon today!

To Sales Manager, Macdonald & Son Ltd., Portland Mill, Ashton-under-Lyne, Lancashire.

1 Please send me ..... dozen packs of Silcot Briefs as follows:

STYLE	SIZES			
	SMALL	MEDIUM	LARGE	EXTRA LARGE
TRICOT				
CHIC				
BIKINI				

2 Please send me a free Counter Dispenser and Showcard ☐ TICK HERE

SIGNATURE _____

TRADING NAME _____

ADDRESS _____

Key No. CD1

GERMED

WARENZEICHENVERBAND
PHARMAZEUTISCHER UND CHEMISCHER ERZEUGNISSE E.V.
[illegible] BERLIN TELEX [illegible]

MEDICINES
from the
German
Democratic
Republic

VITASAC BABY FOOD

EVEN BIGGER
ADVERTISING APPROPRIATIONS
are being spent this year.

ADVERTISEMENTS ARE APPEARING REGULARLY IN THE NATIONAL PRESS INCLUDING 'THE NURSING MIRROR', 'MOTHER', 'ALL ABOUT CHILDREN', 'BABY', ETC.

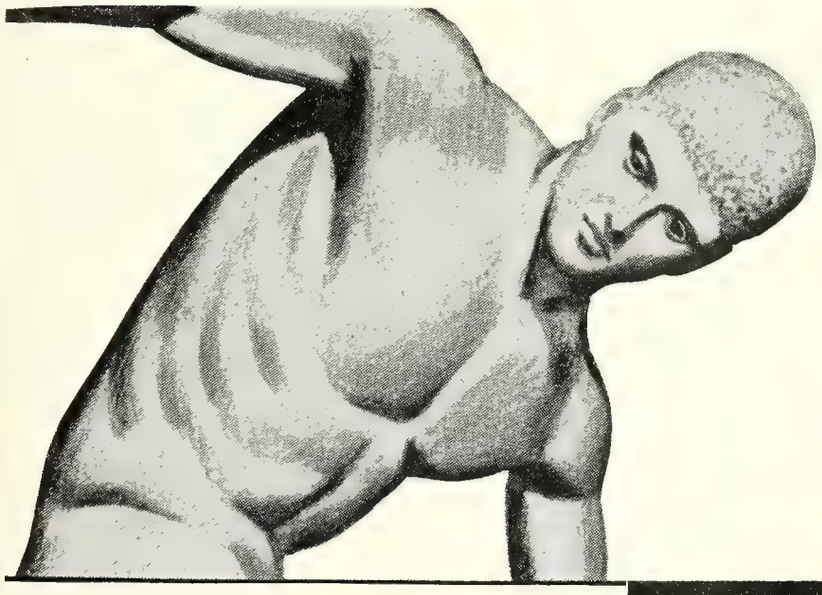
MAKE SURE YOU HAVE YOUR SHARE OF THE PROFITS!

VITASAC RETAILS AT 6/9d. AND EVERY POT BRINGS THE CHEMIST 1/9d. CLEAR PROFIT. NO PURCHASE TAX.

66% of sales of baby foods go through non-chemist outlets . . . . . BUT Vitasac is sold **only** through chemists.

Vitasac is unique — quite different to other baby foods. Recommend it, confidently, to parents of 'difficult' babies!

R. SUMNER & CO. LTD., 40 Hanover Street, LIVERPOOL 1.

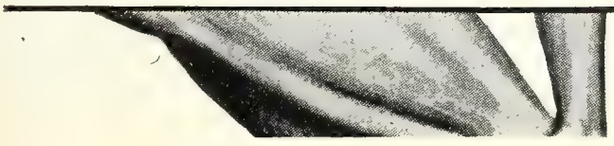


Stock it, sell it, profit from it — gain from the heavy national consumer advertising and from the 'no complaint' repeat business Litesome brings. Over a million men in all walks of life, all sorts of jobs wear Litesome as essential, snug-fitting, hard-wearing underwear. So stock and sell **all** the models — quickly, regularly, easily.

Litesome continue to give increasing support to your 1966 sales with national and regional advertising, showcards, dispensers and leaflets. Write today for full details of prices.

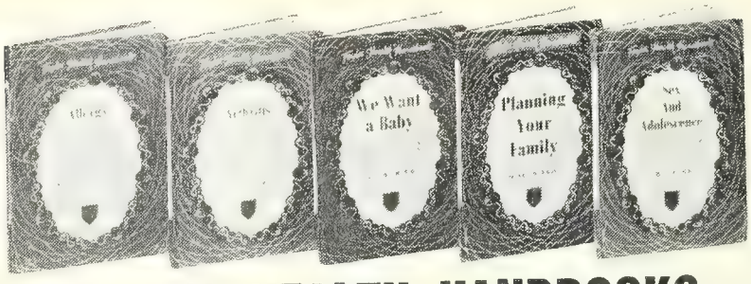
the famous LITESOME SUPPORTER is a thriving, growing chemists' line

LITESOME *Supporters*



LITESOME SPORTSWEAR LIMITED
KEIGHLEY · YORKS PHONE 2453

RETAIL 4/- EACH



TRADE 2/8 EACH

FOYLES HEALTH HANDBOOKS

..... Allergy
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..... Cataracts
..... The Change of Life
..... Common Nervous Disorders
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..... Diabetes
..... Heart Disease and High Blood Pressure
..... Looking After Your Baby
..... Marriage
..... Migraine
..... Mind of Your Child, The
..... Planning Your Family
..... Sex and Adolescence
..... Sleeplessness
..... Slipped Discs
..... Stomach Ulcers
..... Varicose Veins and the Care of the Feet
..... We want a Baby
..... When Your Child is Ill
..... Your Diet and Your Health

TO: The Trade Dept., W. & G. Foyle Ltd., 119 Charing Cross Road, London, W.C.2.

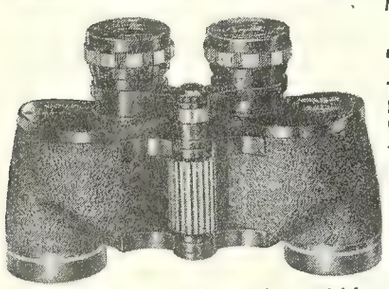
PLEASE SEND THE BOOKS AS MARKED

NAME .....

ADDRESS .....

.....

BUYING SWIFT MEANS SWIFT SELLING



NOW YOU CAN SEE IT ALL WITH

THE SWIFT "PANORAMIC" 7 x 35

THE BINOCULAR WITH THE FANTASTICALLY WIDE FIELD OF VIEW (578 ft. in 1000 yds.)

This superlative general-purpose glass has extra-large prisms for a tremendous field of view which actually covers the maximum field visible to normal eyesight. Marvellous for field sports, racing, etc. and its weight and size make it easy to use. It embodies all the special features of the SWIFT BCF range:-

- Retractable eyecups for spectacle users.
- Easy positive focusing cylindrical control.
- Fully "Ve-coated" optics, straw-coloured, which gives the "WHITE IMAGE".
- Tripod Adapter built into the base of the centre spindle to fit any standard Pan and Tilt or Ball and Socket. Camera Tripod.
- Finest luggage quality cases, plush lined, vee-slotted to facilitate removals of binoculars.

Cat. 6044B Panoramic £34 10 0 including case and P.T.

Also the SWIFT SCF range—new shape, easy to hold, embodies all the exclusive features as shown above plus exceptionally short focus to 12 ft. for close-up work.

Cat. 6185B	"Hunter"	8×30	£23 12 0
Cat. 6045B	"Sportstar"	7×35	£24 0 0
Cat. 6195B	"Highland"	8×35	£25 7 0

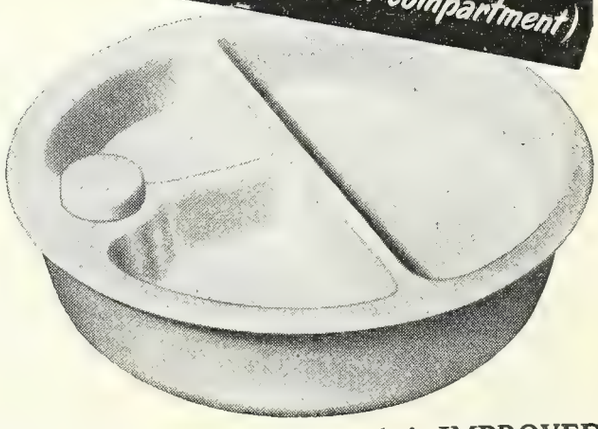
Inc. rainguards new flat-shape case and P.T.

PYSER-BRITEX (SWIFT) LTD

SALES OFFICE: FIRCROFT WAY, EDENBRIDGE, KENT
Edenbridge 2434 STD code O8E 271

THE KAYMET

Keep-Warm CHILD'S FEEDING DISH (with hot water compartment)



The Kaymet Company present their IMPROVED Keepwarm Feeding Dish, now being moulded in UNBREAKABLE hygienic plastic.
Available in Blue, Primrose, White, Pink. Packed in newly-designed Gift Box.

RETAIL PRICE **11/6** *Including Purchase Tax. Wholesale enquiries invited*

For further details of this line and our complete range of over 400 nursery accessories apply to:-

THE KAYMET COMPANY

Kaymet Works, Sylvan Grove, London S.E.15 New Cross 6644
Telex 262588

THE WORLD'S BIGGEST NAME IN HOT WATER BOTTLES

Sell a good Hot Water Bottle - Sell a Suba-Seal

GENUINE SUBA-SEAL
LOOK FOR THE NAME ON THE CAP

AVOID IMITATIONS

Stock up from the best selling range of hot water bottles ever made. Full Profit Margins. Extra 5% FORWARD ORDER BONUS for orders placed before 30 June for delivery by 31 December. Display stands to support you at the points of sale. Backed by massive consumer advertising.

WILLIAM FREEMAN & CO. LTD.
SUBA-SEAL WORKS, STAINCROSS
BARNSLEY · TEL. BARNSLEY 4081

C&D

CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 April 23, 1966 No. 4497

CONTENTS

A Pharmacist's Anthology 407
Correspondence 410
How Pharmacy is Practised in France ... 411
Leading Articles:
Problems of Replacement Solutions ... 405
The Americans Point the Way ... 405
Medicines Dosage Symposium (concluded) 412
Onward from Galen 407
Pharmaceutical Society of Great Britain:
Council Meeting 406
Pharmaceutical Society of Ireland:
Council Meeting 408
Pharmacists' Advertising (Draft Rules) ... 410
Principles of Body Fluid Replacement ... 402
Retail Staff Training 413
Topical Reflections 397
Two Fateful Years Ahead 398

Business Changes 399
Coming Events 417
Commercial Television ... 418
Company News 398
Contemporary Themes ... 417
Deaths 399
Information Wanted ... 400
Irish Brevities 396
Legal Reports 398
Local Officers 397
Manufacturers' Activities 400
New Companies 418
New Products 401
News in Brief 397
News of the Week ... 395
Overseas Visits 399
Patents 416
Personalities 399
Prescribers' Press 418
Print and Publicity ... 417
" Shadow " Ministers ... 399
Trade Marks 416
Trade Notes 400
Trade Report 414

Index to Advertisers, p. 4. Classified Advertisements, p. 29.

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Telephone: Central 6565
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LEEDS, 16: 32 Wynford Rise, West Park. *Phone:* Leeds 67 8438.

ANNUAL SUBSCRIPTION
which includes The Chemist and Druggist Diary and Year Book, £4 5s. Single copies 1s. 3d. each (postage 8d.).

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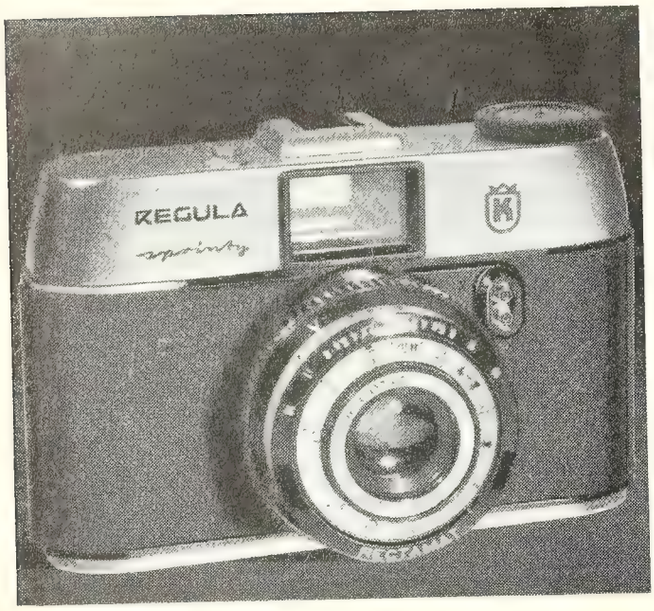

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Another Photopian word specially invented to describe the exposure control system of the Regula Sprinty. This is based on the unique Rectamat shutter, which incorporates its own aperture. Moving one ring sets shutter and aperture simultaneously, giving stepless variation from 1/60th sec. at f2.8 to 1/250th at f16. Focusing is simplified by zone symbols. Flash is easy, too, with special exposure scale and twin synchro outlets. The f2.8 45mm. ISCO Color Gotar lens is coated for finest results. Other features, too, for a modest retail price of £7.19.0.

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You may not know them

—but if they show you a

Midland Bank Group £30 Cheque Card

you know that their cheques are as good as cash

For the first time, a Group of banks can ensure immediate and complete acceptance of their customers' cheques throughout the British Isles. These banks are the banks in the Midland Bank Group. When someone asks you to take a crossed cheque up to £30 for goods or services, and shows you this card with it, *you can accept the cheque as cash.*

Costs you NOTHING, saves you worry

You pay no fees, no discount; you have no extra paperwork or special equipment. It's a scheme that costs you *nothing.*

HOW IT BENEFITS YOU

No danger of 'dud' cheques. When even a stranger offers a cheque in payment, and shows you a Midland Bank Group £30 Cheque Card, you can accept the cheque in perfect safety—even though you may not normally accept cheques. The cheque, in fact, is as good as cash.

It could lead to more sales . . . holders of Midland Bank Group £30 Cheque Cards will no longer feel that only the suppliers they know (and who know *them*) will accept their cheques without question. So *you* will also benefit from travellers and passing 'casual' trade.

. . . and bigger sales. Instead of spending shillings with you (all the cash they have on them, or can spare at that moment), your customers who bank with the Midland Bank Group may now spend pounds, knowing you'll accept their cheques with pleasure.

The launch of this Midland Bank Group £30 Cheque Card is backed by widespread publicity. Hundreds of thousands of people (*your* customers among them) will soon be card holders.

**** It's in your interest to recognise the Card—and accept it.***

DO YOU OWN A BUSINESS, OR MANAGE ONE?

If so, cut out this advertisement, and show it to your staff. They, after all, may be the first in your business to be shown a Midland Bank Group £30 Cheque Card. Explain how customers offering cheques with this Card are as financially safe as the Bank on which the cheques are drawn.

What to do when shown a MIDLAND BANK GROUP £30 CHEQUE CARD

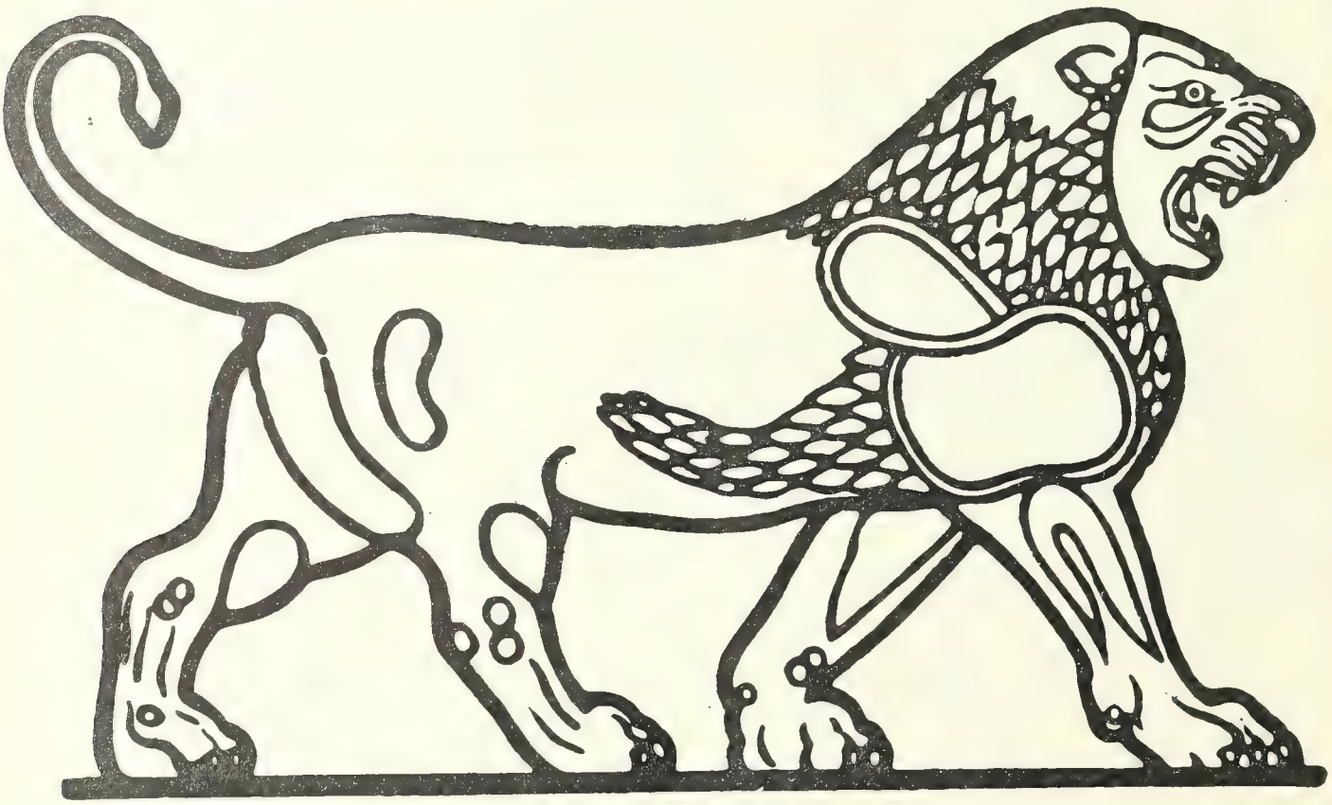
1. See that cheque offered is crossed, and is signed in front of you.—and that the signature matches the one on the Midland Bank Group £30 Cheque Card.
2. See that the Code Number on the cheque corresponds with the Code Number on the £30 Cheque Card.
3. Write the holder's personal Card Number on the back of the cheque.
4. Check that expiry date on Cheque Card has not been passed.

We have produced 'stickers' for cash registers and leaflets setting out these points. Ask at your nearest branch of one of the banks in the Midland Bank Group.

Midland Bank Group

MIDLAND BANK · CLYDESDALE BANK
BELFAST BANKING COMPANY · NORTHERN BANK

Introducing **penicals**®
Penicillin V Calcium B.P.



L E O

Now available to meet your prescriptions for oral penicillins.

penicals® 333 is now being introduced to the medical profession to meet the need for a single tablet dose equivalent to 500,000 i.u. PENICALS 333 tablets contain 333 mg. of Penicillin V Calcium B.P., PENICALS 333 suspension contains 333 mg. per 5 ml.

Also available as PENICALS tablets 125 mg. and 250 mg. of Penicillin V B.P. (calcium salt), Paediatric Suspension contains 125 mg. per 5 ml. Your Leo representative will be providing further information.

LEO LABORATORIES LTD. Hayes, Middlesex

Money!

Money!

Money!

and they can't keep it in the family...

...because this is the Agfa family—and the

give away hundreds of £5 Premium Bon

One of the Agfa family may be paying you a visit soon (from Easter onwards) It's so easy to snap up one of these £5 prizes!

Here's all you do. One of the Agfa Family—dressed just as an ordinary customer—could be calling at your pharmacy (remember, it may be any day from Easter onwards).

He or she will then make one of the following requests—either "I want a low priced, easy-load camera" or "I want a film which will give me true-to-life colour prints."

If your first recommendation is an Agfa Rapid camera or Agfa Universal film—and you then correctly answer a simple question—YOU WIN A PRIZE!

If, as proprietor/manager of your pharmacy, you serve one of the Agfa Family personally—you win a £5 prize. *If your assistant serves one of the Agfa Family, there's a* £3 prize for your assistant *and a* £2 prize for you.

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AGFA-GEVAERT

Agfa

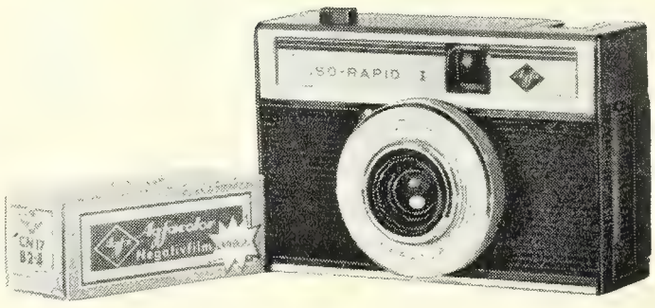
One of the Agfa family may visit you soon

– it could be your next customer!

Remember....

any customer you serve from Easter onwards could well be one of the Agfa family with £5 for you to win!

Check your stocks now, and snap in your order right away to your Agfa Representative—*or write to: Agfa Limited, 27 Regent Street, London, S.W.1. Tel: REGent 8581*



AGFA-GEVAERT

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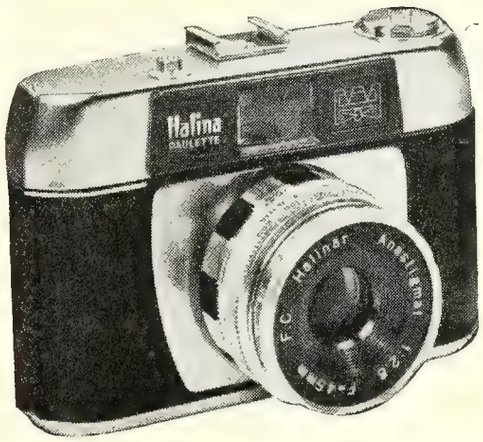


HALINA PAULETTE

- A precision made 35mm camera
- Halinar f2.8/45mm lens
- Shutter speeds 1/30th, 1/60th, 1/125th 1/250th sec. plus B
- Single stroke lever wind
- Luminous bright line framefinder
- Aperture setting from f2.8 to f16

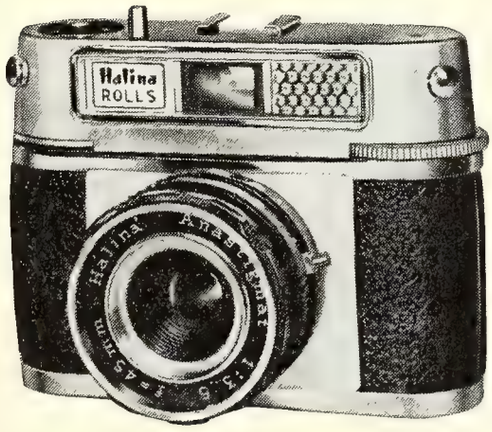
£8 - 19 - 6 Ever ready case £1.19.6

HALINA A I

$2\frac{1}{4}'' \times 2\frac{1}{4}''$ and 35mm

- Coupled front lens focusing
- f3.5/80mm hard coated lens
- 4-speed shutter-1/25-1/50-1/100 sec & B
- Ground glass focusing/viewing screen
- All metal with satin chrome trim
- Complete with 35mm conversion unit

£7 - 19 - 6 Ever ready case £1.19.6



HALINA ROLLS 35mm

- f3.5/45mm hard coated 3 element lens
- 3-speed shutter-1/30-1/60-1/125th sec & B
- Synchronised for flash
- Double exposure prevention
- Coupled film transport and exposure counter
- Aperture setting from f3.5 to f16

£5 - 19 - 6 Ever ready case £1.9.11

Sole distributors to the trade: J. J. SILBER LTD. 11 Northburgh Street, London, E.C.1. Tel. CLE 8031 (10 lines)

Build profits with popular Lion hair care products

Widely advertised, widely asked for Lion hair care products are a steady source of profitable repeat business for the chemist. Make sure you have the stock to profit from this regular demand.

Lion 9 Invisible Nylon Hairnets ☐ Lion Double 9 Slumbernets ☐ Triangular setting nets ☐ Bun nets ☐ Human hair nets ☐ Decorative head bands, mantillas and snoods ☐ Madonna American style hairnets ☐ Ascot metal combs, vulcanite and polystyrene combs ☐ Rollers ☐ Rubber gloves ☐ Eyebrow pencils

Robert Shaw & Co. Ltd., Ascot Works Ascot Rd., Nottingham. Tel. N'ham 292341

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New sales for you

Stock up now

From leading wholesalers or direct from

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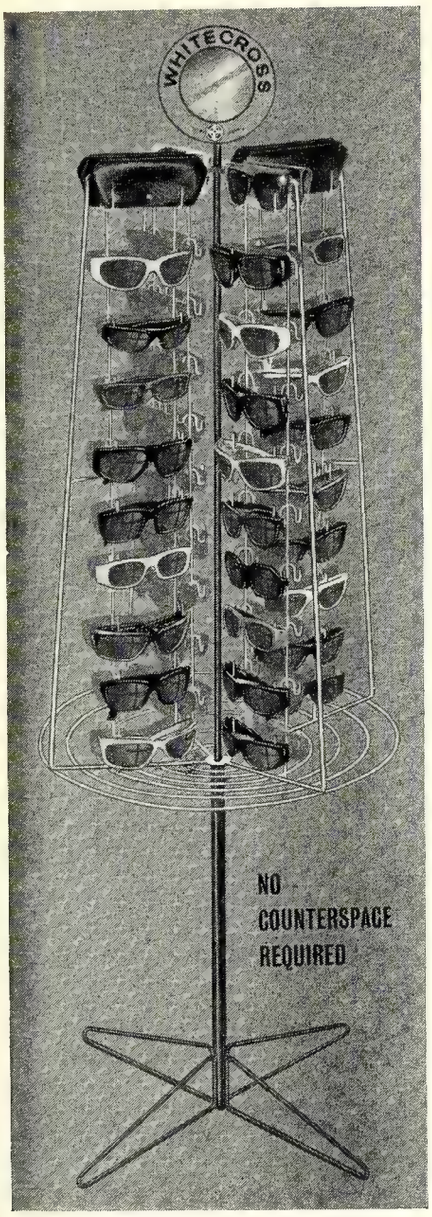


FOR GLAMOUR IN 1966....

Whitecross

DISPLAY STANDS SELL MORE SUNGLASSES!!

THE WHITECROSS 'MAJESTIC'

An imposing revolving floor display stand – no counterspace required – supplied FREE with a fashionable range of :–
18 dozen assorted sunglasses retailing from 2/11 to 9/11 each
and 2 dozen assorted clipovers retailing at 6/9 and 7/11 each

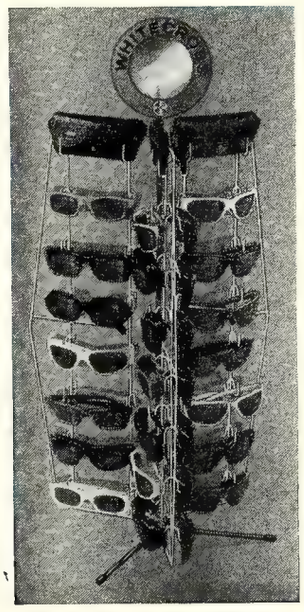
Cost of complete unit to retailer only £49.17.4

All our sunglasses are available as individual lines

THE WHITECROSS 'RIVIERA'

A smart revolving counter display stand supplied FREE with an attractive assortment of:–
10 dozen assorted sunglasses retailing from 3/11 to 8/11 each and
1 dozen assorted clipovers retailing at 7/11 each

Cost of complete unit to retailer only £28.18.0

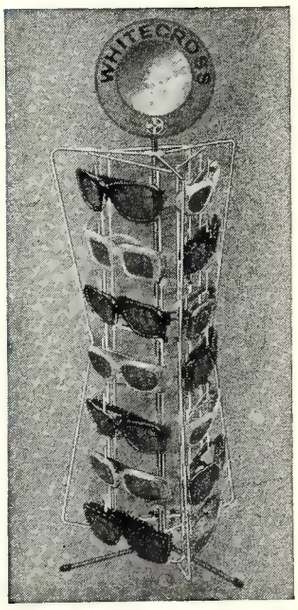


THE WHITECROSS 'COCKTAIL'

An attractive revolving counter display stand supplied FREE with a stylish selection of :–
5 dozen assorted sunglasses retailing from 10/6 to 15/11 each

Cost of complete unit to retailer only £25.6.8

Ask your usual wholesaler for illustrated catalogue showing our complete range retailing from 2/11 each.



THE WHITECROSS OPTICAL COMPANY OF LONDON *(Proprietors: Fredk. Lehmann Co. Ltd.)*
Frederick Works, Rochester Place, London N.W.1. Telephone: GULliver 6731

A FACE-LIFT FOR YOUR SHOP?

A FACE-LIFT FOR YOUR PROFITS!

Let's face facts. High Street trading is no game these days. It's a battle: fierce, competitive. Customers don't *have* to come to you. They'll come only if they like your looks to start with. Your premises must be smart, modern, attracting custom by their good appearance and a good display of what you have to offer. Commercial success starts with a modern shop-front. And modern shop-fronts start with aluminium. In fact, in North America over 90% of new shop-fronts are made of aluminium. And there is a similar trend in Europe. Here's why:

BRIGHTER OUTLOOK

An elegant aluminium shop-front (anodised in colour, if you like) means a brighter outlook all round, for you and your customers. Its strong simple lines allow a larger glass area: you can have brighter, bigger displays that really draw custom, and a brighter interior that keeps it coming. Brighter standards of cleanliness, too: an aluminium shop-front *looks* clean and *is* clean, and it's child's play to *keep* clean! It all adds up to: brighter profits.

LOW-COST HIGH-SPEED INSTALLATION

Shut up shop over the weekend—and you can reopen on Monday with a brand-new shop-front! This can be done *firstly* because there's a wide range of standard designs immediately available from stock; *secondly,* because the extruded sections are so light and easy to handle that they can be assembled and installed at high speed and with no trouble. Installation costs are kept really low. Total cost? Less than a traditional shop-front of comparable quality!

LONG-TERM SAVINGS

With their tough anodised finish, aluminium shop-fronts keep their good looks and high standards of durability throughout the life of the building, adding to the value of your premises. They need no costly painting or re-painting for protection against the weather: maintenance is simply a matter of regular washing whenever the windows are cleaned.

If you want a brighter outlook for your business, send the coupon for further information to:
Alcan (UK) Limited, *Aluminium Canada House, 30 Berkeley Square, London W.1.*

ALCAN

Alcan ingot is used by leading suppliers to the aluminium shop-front manufacturers

ALCAN (UK) LIMITED
Aluminium Canada House
30 Berkeley Square
London W.1

To: Alcan (UK) Limited, Aluminium Canada House, Dept. 1B, 30 Berkeley Square, London W.1.

Please send me further information about aluminium shop-fronts.

Name .....

Trade .....

Address .....

.....

1B

when your stocks

of glass containers

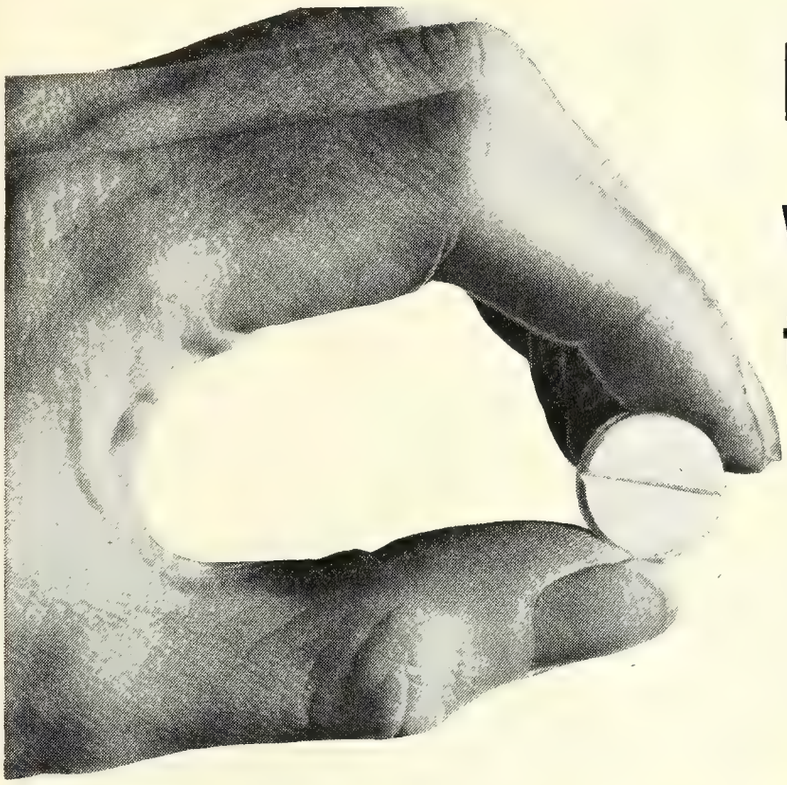
need replenishing

specify Beatson glass

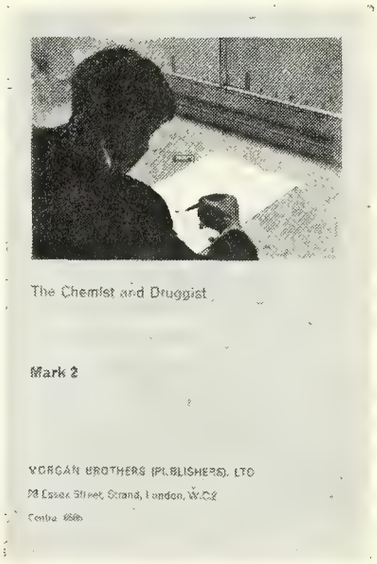
Ask your wholesaler for Beatson glass containers

BEATSON, CLARK & CO. LIMITED · Rotherham · Yorks · Tel: Rotherham 3188

BC 137



If you're asked what tablet this is...



..here is your guide

This new edition represents a major revision, dealing with the identifiable products of 175 manufacturers. A new method of colour matching has been adopted, and shape, diameter, markings and other characteristics are taken fully into account to assist in identification. The textual information is given in tabular form with alphabetical cross-references to make speedy reference easier.

For only 20/- you can have this handy guide.

Complete the coupon now to ensure your copy

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Please send me ..... Tablet and Capsule Identification Guide(s) @ 20/- each.
Remittance for.....enclosed.

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Spotlight your bottles with elegant caps from IBC

THE INTERNATIONAL BOTTLE CO LTD

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C&D CLASSIFIED ADVERTISEMENTS

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This service does not extend to the forwarding of samples.

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NEW SHOPPING CENTRE AT LIPHOOK
CHEMIST TRADE STILL AVAILABLE
LARGE UNITS. S/C FLATS. AMPLE PARKING
21-year lease. Rent for 7 years, £750 p.a. excl.
Sole Agents—
CLARKE, GAMMON & EMERYS,
45 High Street, Guildford
Tel.: No. 2266
and at The Square, Liphook
C 1765

DETACHED double-fronted property in Preston on main Blackpool/Preston Road. Ideal opportunity for enterprising person to quickly establish sound business. The property is of modern design and includes ample living accommodation, including four bedrooms, detached brick garage and extensive garden areas. With room to build another detached house (planning permission granted). Freehold £5,750. For further details telephone Preston 56407 or 57343 after 6 p.m. C 6965

PREMISES TO LET, City of Plymouth. Shop, 31 Torridge Way, Efford. Applications are invited for the tenancy of the above shop at a rent of £320 per annum, exclusive of rates, for the purposes of a pharmacy. Further particulars and application forms can be obtained from the Estates & Development Valuer, Municipal Offices, Plymouth. Tel.: 68000, Extn. 2165. C 6951

BUSINESSES FOR SALE

ABOUT THE OLDEST ESTABLISHED cosmetic company in this country producing "Beauty Secret" cosmetics is available for outright or partial sale. This company (£20,000 issued shares) has excellent trade and retail connections in this country and abroad. Owing to other commitments the management are unable to spend the time to develop this company. Minimum investment required £5,000. Box C 1753.

DRUG STORE and gents' hairdresser, long established, King's Cross area. Good lease, reasonable rent. Could be converted to dispensing. Thickly populated. Price £3,500 including stock. Ring CRE. 7151 evenings. C 1764

DRUG STORE IN SURREY (formerly Pharmacy) suitable for reconversion with excellent living accommodation for only £1,250 plus S.A.V. (can be adjusted). Quick sale as owner is buying another freehold property. Replies to the advertiser: c/o Mrs. Nettleton, 1 Mitchell Road, London, N.13, or phone after 4 p.m. EDM. 5948. C 1755

DRUGS, COSMETICS, PHOTOGRAPHY. Shopping parade near Beaconsfield. Modern double-fronted shop. 3-bedroom maisonette. 8-year lease at £500. Turnover £100 per week, was £220 as pharmacy. Price including fixtures, fittings, £2,500 o.n.o. S.a.v. (£1,200 approximately). Great demand for pharmacy. Box C 1764.

FOR SALE. Well established Pharmacy in Middlesex with good accommodation. Generous finance available. Box C 1767.

APPOINTMENTS

CENTRAL GROUP H.M.C. (BETHNAL GREEN HOSPITAL), CAMBRIDGE HEATH ROAD, LONDON, E.2
Senior Pharmacist
required for modern department in acute general hospital (300 beds). Situated within few minutes of Central Line Underground. Residential accommodation available if required. Salary scale £1,040-£1,295 plus London Weighting. Applications with details of qualifications and experience to Hospital Secretary. C 757

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE
Dispensing Assistants
Applications are invited from Senior Pharmacy Students, to work as Dispensing Assistants in Hospital Pharmacies within the Group during summer vacation. Hospitals within easy reach of Central London. Apply to Chief Pharmacist, Bethnal Green Hospital, Cambridge Heath Road, London, E.2. (Telephone: ADVance 3413.) C 766

CRUMPSALL HOSPITAL, MANCHESTER, 8
Post-graduate Students
required for the Pharmaceutical Department of this busy General Group. Wide experience available including quality control. Detailed applications with names of two referees to Hospital Administrator. (Ref. 3593.) C 6954

CRUMPSALL HOSPITAL, MANCHESTER, 8
Senior Pharmacist or Pharmacist
required at this General Hospital. Work will include Quality Control. Detailed applications with names of 3 referees to Hospital Administrator. (Ref. 3589.) ...C 6955

MOORFIELDS EYE HOSPITAL
Senior Pharmacist
Applications are invited for the post of Senior Pharmacist to take charge of the Sterile Products Department in this Post-Graduate Teaching Hospital. Interesting appointment in modern, well-equipped department with opportunity to assist in formulation problems. Duties finish at 4.30 p.m. Monday to Friday; Saturday 1 p.m., with alternate Saturday free. Whitley Council salary and conditions of service. Applications to Chief Pharmacist, Moorfields Eye Hospital, City, Road, London, E.C.1. C 6961

KING GEORGE HOSPITAL, EASTERN AVENUE, ILFORD, ESSEX
Deputy Chief Pharmacist, Category V
Whitley Council salary and conditions of service. Apply to Group Secretary. C 6959

MEMORIAL HOSPITAL, SHOOTERS HILL, LONDON, S.E.18
Locum Pharmacist
required for periods 16th—29th May, and during June/July and 22nd August—4th September to cover staff leave. Hospital experience desirable. Apply to Chief Pharmacist (Telephone: WOOlwich 8811). C 6967

MOORFIELDS EYE HOSPITAL
Dispensing Assistant
Applications are invited for the post of Dispensing Assistant. Interesting work in modern, well-equipped department. Duties finish at 4.30 p.m. Monday to Friday; Saturday 1 p.m. with alternate Saturday free. Whitley Council salary scale and conditions of service. Applications to Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 6962

NORTH WIRRAL HOSPITAL MANAGEMENT COMMITTEE, VICTORIA CENTRAL HOSPITAL, SURGICAL UNIT, LISCARD ROAD, WALLASEY, CHESHIRE
Applications are invited for the appointment of a
Pharmacist
(full-time or part-time)
and a
Locum Pharmacist
(holiday relief for two weeks commencing 20th June, 1966)
at the above hospital. Applications to Hospital Secretary. C 6958

RONKSWOOD HOSPITAL, WORCESTER
Pharmacist
required for interesting and varied duties. Salary on scale £955 to £1,200 per annum according to previous professional experience. Applications stating age, details of training, posts held, names of referees, to the Hospital Secretary, from whom further information may be obtained. C 6952

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1
Locum Pharmacist
required at this Hospital. Salary £24 13s. 6d. per week. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 758

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1
Senior Pharmacist
required for the Out-Patient Department of the above Hospital. This is a congenial post for a person who enjoys dealing with patients and medical and nursing staff and who wishes to keep abreast of the latest developments in drug treatment. Salary on the scale: £1,040 + £40 to £1,160 + £45 to £1,295 plus London Weighting and Higher Qualification allowance. Evening Clinic weekly for which a payment of £2 8s. 9d. is made. Applications to the Chief Pharmacist. C 775

Appointments—Continued

ST. ANDREW'S HOSPITAL, DEVONS ROAD, BOW, E.3

Locum Tenens Chief Pharmacist

required for two or three consecutive weeks in either June or September 1966. Category III Hospital. Apply to Hospital Secretary. Telephone: EASt 2030. C 6960

ST. MARY'S HOSPITAL TEACHING GROUP, PRINCESS LOUISE KENSINGTON HOSPITAL FOR CHILDREN, ST. QUINTIN AVENUE, LONDON, W.10

Locum Pharmacist

Applications are invited from suitable qualified persons for the post of Locum Pharmacist at the above-mentioned Hospital for up to four weeks commencing 24th May, 1966. Applications in writing to the undersigned, together with the names of two referees.

F. C. HARRIS,
Secretary.
C 6950

THAMES GROUP HOSPITAL MANAGEMENT COMMITTEE

Applications are invited for the following appointments:—

Senior Pharmacists

(a) East Ham Memorial Hospital, Shrewsbury Road, Forest Gate, E.7.
(b) St. Andrew's Hospital, Devons Road, E.3.

Pharmacist

St. Clement's Hospital, Bow Road, E.3. In sole charge, part-time or full-time for this Psychiatric Hospital of 123 beds with out-patients' department and Day Hospital. Applications to respective Hospital Secretaries. C 6948

THE LONDON CHEST HOSPITAL

Locum Chief Pharmacist (Category II)

required for all or some of the following holiday periods:—May 2nd—May 14th, 1966; June 13th—June 25th, 1966; August 29th—September 10th, 1966. Whitley Council scale (£28 7s. per week). Apply House Governor, London Chest Hospital, Victoria Park, E.2, immediately. C 6963

THE ROYAL NATIONAL THROAT, NOSE & EAR HOSPITAL, GRAY'S INN ROAD, LONDON, W.C.1

Lady Dispenser (full-time)

Salary according to Whitley Conditions. Apply Chief Pharmacist, The Royal National Throat, Nose & Ear Hospital, Gray's Inn Road, London, W.C.1. TER. 8855. C 770

FOR SALE

FOR YOUR REQUIREMENTS OF:— Tetracycline, Quinine Salts, Quinidine Salts, Isoniazid B.P., Ephedrine HCl., Chloramphenicol Salts, Thiamin HCl., Phenolphthalein, Strychnine Sulphate, Stilboestrol, kindly contact: Mesco Laboratories, Limited, 10 Holywell Lane, London, E.C.2. Cables: Ascendo — London, E.C.2. Telephone: SHOreditch 2185. C 773

SHOP EQUIPMENT—5 YEARS TO PAY—NO DEPOSIT. Shop Equipment Finance Company, Orange Street, Bristol, 2, supply display shelving, showcases, scales, cash registers of all types, etc. C 760

SILVER-TEX 60/-, CREST NATURAC 72/- gross. Quantity discounts. Surex Ltd., 4 Leicester Road, Blackpool. C 757

PUBLIC APPOINTMENTS

CHIEF PHARMACIST

HOME OFFICE,

PRISON DEPARTMENT

Applications are invited from male or female registered Pharmacists aged 25 or over for appointment as Chief Pharmacist, Category III, at H.M. Prison, Birmingham. Previous hospital experience is not essential.

Salary scale £1,280 to £1,700 plus £68 per annum environment allowance. A Higher Qualification Allowance of £25 per annum may also be payable. Starting salary above the minimum of the scale may be allowed for previous National Health Service, Government Service or other comparable experience.

As the duties include supervision of certain other prison service establishments some travelling will be necessary.

The post is superannuable under the National Health Service Superannuation Scheme.

A five-day week is worked. The annual leave allowance is four weeks rising to four weeks and three days after ten years' total service, plus six public holidays.

Application form and further details obtainable from Home Office, Prison Department (R521/CR), Romney House, Marsham Street, London, S.W.1. C 6949

SITUATIONS VACANT

GENERAL

OPPORTUNITY for young experienced male pharmacist to assist managing director in progressive wholesale and retail chemists in Oldham. Full opportunity and good salary to keen ambitious man. View to early succession. Box C 1768.

RETAIL (HOME)

MANAGER REQUIRED for small branch in Hayes, Middlesex. Would suit Pharmacist seeking a permanent post. Age no bar. Comfortable self-contained flat and garden. No rota or Sunday duty. Salary and Commission. Apply stating usual details. Snowden, 99 Central Road, Wembley, Middlesex. C 1766

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A new retail group offers an exceptional opportunity for an ambitious young man, to manage their first store in Great Britain. Applicants must be pharmacists with experience in merchandising techniques and store management. The position affords an excellent salary commensurate with experience and the opportunity for personal growth within a new progressive company. Apply in confidence with details to:

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4 days on — 4 days off

PHARMACIST

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SALARY £40

BLISS CHEMISTS, KILBURN
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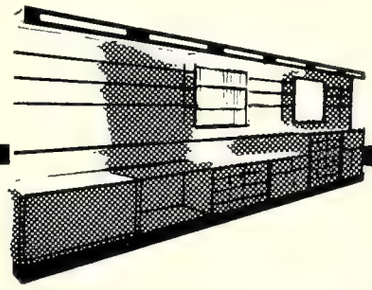

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Please arrange to send your representative ☐

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CHEMIST AND DRUGGIST
APRIL 23 1966

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CHEMIST AND DRUGGIST

APRIL 30 1966

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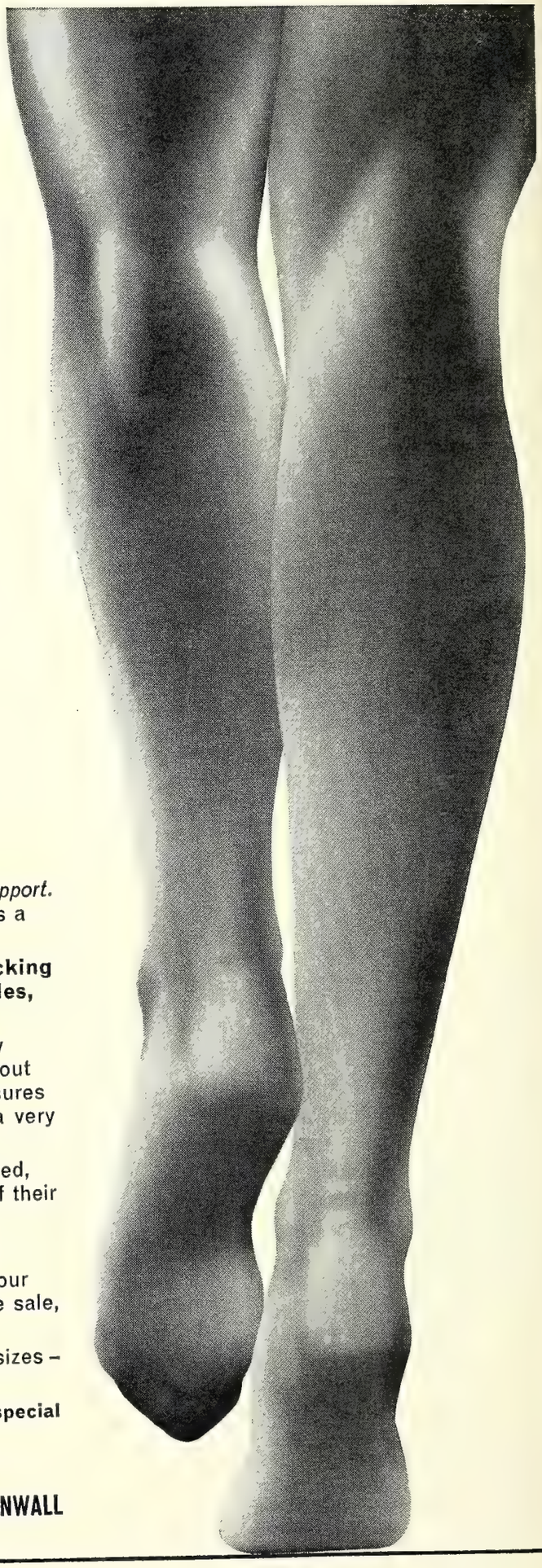

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The cosmetic support stocking that's sold exclusively through Chemists

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Attractive counter leaflets to tell the Spanflex story to your customers. Plus a space-saving showcard to clinch the sale, and an eye-catching display-outer.

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***And the price?* 22/- to you, 33/- to your customers, with special terms for quantity.**

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the kind Polaroid Swingers get only from Mallory batteries

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MALLORY

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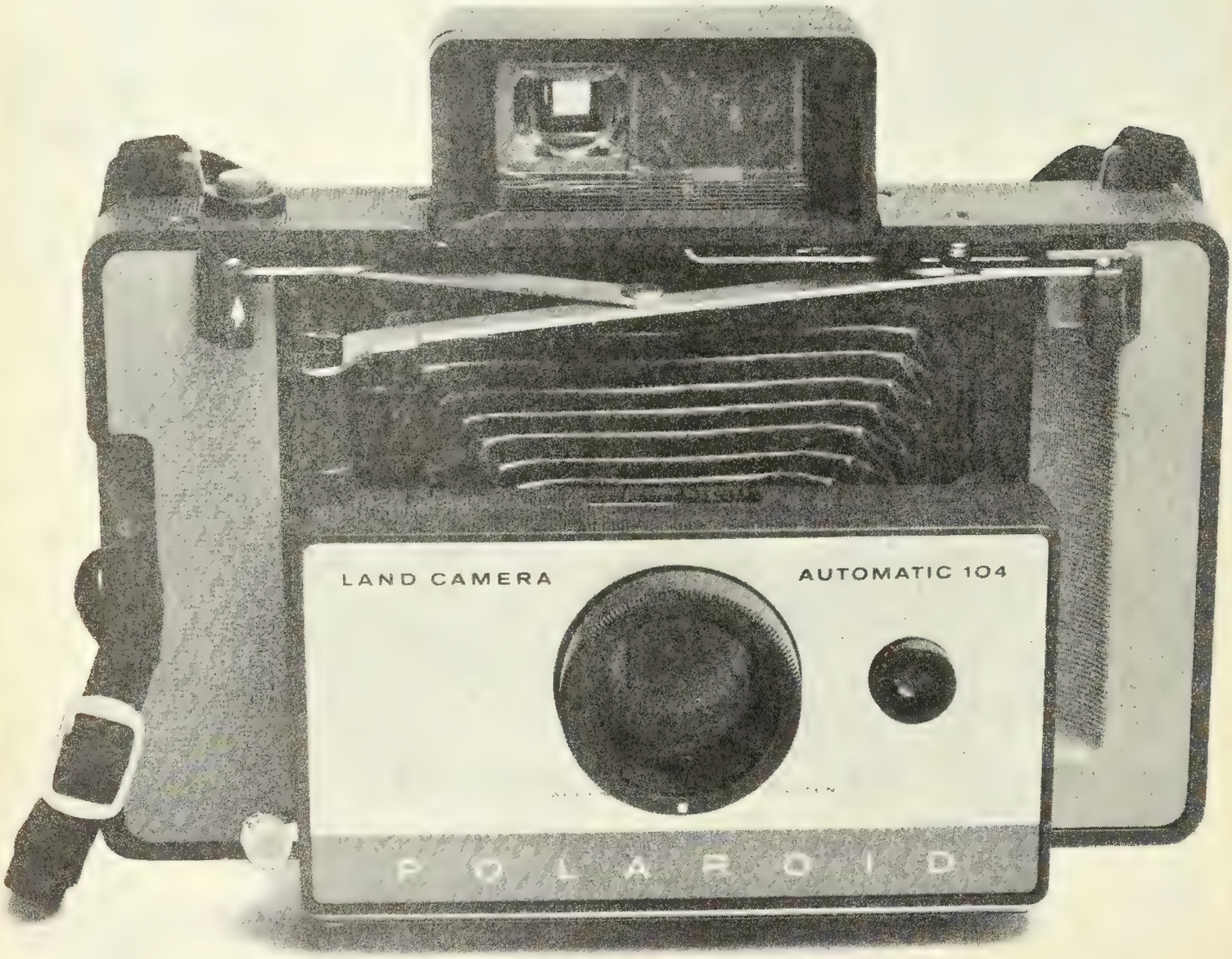

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Now, if you think all this spells success for the Swinger, think what it can do for you.

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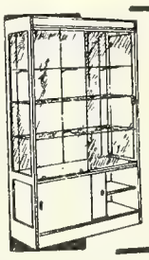

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INDEX TO ADVERTISERS

André Philippe, Ltd. 4

Balanced Foods, Ltd. ..... Supplement, page 3
Beales, John, Ltd. 21
British Dyewood, Ltd. 22
Burroughs Wellcome & Co. ..... Supplement, page 5
Burroughs Wellcome & Co. ..... Price List Sup., page 1

C. & D. Tablet Chart 24
Carteret Products, Ltd. ..... Cover iv
Clay & Abraham (Mnfg.), Ltd. ..... Supplement, page 6
Counterpoint Equipment, Ltd. 25
Cow, P. B. (Li-Lo), Ltd. 22
Cox, A. H., & Co., Ltd. 14

Elida, Ltd. (Harmony) ..... Interleaved Edit., 16
Elsinore Textiles Products, Ltd. 24
Eustace Miles Food Co., Ltd. ..... Supplement, page 6

Fisons Foods, Ltd. ..... Cover i
Fisons Pharmaceuticals, Ltd. 23
Flash Carton Opener Co., Ltd. 4
Freeman, William, & Co., Ltd. 13

Glaxo Laboratories, Ltd. ..... Supplement, page 15

Ilon Laboratories 28

Johnson Processing Laboratories, Ltd. 22

Kaputine, Ltd. ..... Interleaved Edit., 20

Lastonet Products, Ltd. ..... Cover ii
Leiner, P., & Sons, Ltd. ..... Interleaved Edit., 17

Macdonald & Son, Ltd. 6, 7
Mallory Batteries, Ltd. 1
Mason, Wm., & Sons, Ltd. 14
Modern Health Products, Ltd. ..... Supplement, page 8

Newnes, George, Ltd. 5

Optabs, Ltd. 27
Ormskirk Photo Services, Ltd. 28
Orridge & Co. ..... Price List Sup., page 11

P & M-Warrick 8
P & M-Warrick ..... Supplement, page 13
Polaroid (U.K.), Ltd. 2, 3
Printar Industries, Ltd. ..... Interleaved Edit., 15

Ransom, William, & Sons, Ltd. ..... Cover iii
Rhone-Poulenc 9
Ross, W. A., & Sons, Ltd. ..... Supplement, page 9

Sanitas Co., Ltd. ..... Interleaved Edit., 18, 19
Shadeine Co., Ltd. 28
Simpkin, A. L., & Co., Ltd. ..... Supplement, page 9
Smith Kendon, Ltd. ..... Supplement, page 8
Smith & Nephew Pharmaceuticals, Ltd. 12
Southalls (Sales), Ltd. 10, 11

Tampax, Ltd. 26

Unicliffe, Ltd. ..... Supplement, page 16

V-Development, Ltd. 22

Wallis Laboratory, Ltd. ..... Supplement, page 6

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Pastils 808
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Andrex
Monotone
Calgon
Dabitoff (twice)
Dixor
Gibbs Fluoride Toothpaste
Lady Esquire Instant Shoe Coloring
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Thermos
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Sandra Baby Pants

**Indicates a double-page advertisement*

This is the thirtieth Merchandising Bulletin for chemists. If you would like further copies of this bulletin, or would like to receive them regularly by mail, please write to the Merchandising Manager, Woman's Own Advertisement Department, Tower House, Southampton Street, London WC2 Temple Bar 4363

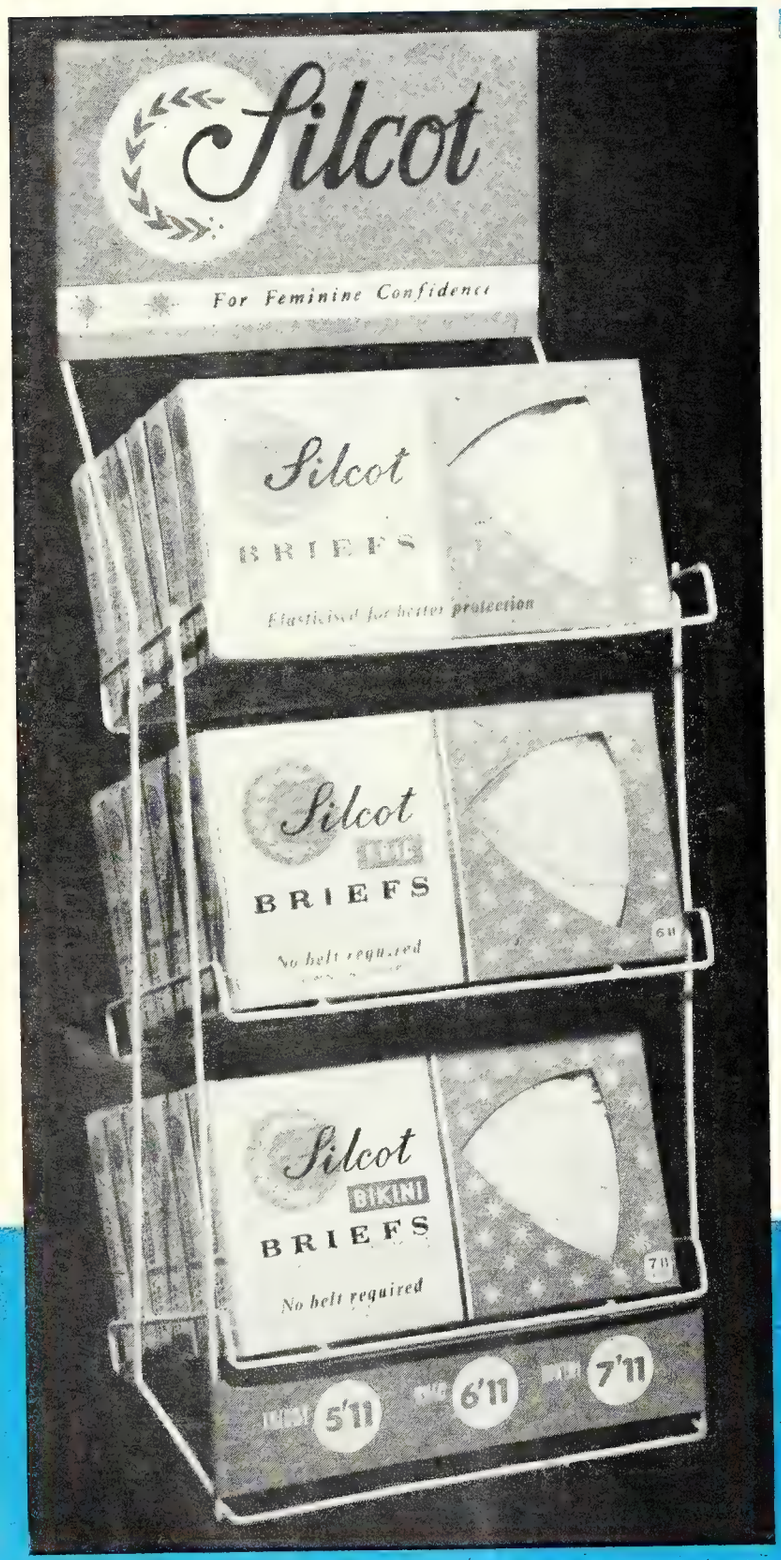
what women see in *woman's own* they trust–and buy!

Readership figures from IPA NRS, January - December 1965

She's got SILCOT

she wears fashio

SILCO



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FREE COUNTER DISPENSER an SHOWCARD!

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styled

BRIEFS

ear profits because SILCOT BRIEFS are

Plus a BONUS OFFER

during April and May of 1 CHIC garment for each dozen of ANY STYLE ORDERED, on all orders of 2 dozen garments or more. For example, you will receive a bonus of 20/9 if you order 3 dozen garments.

1 dozen Tricot - - cost to you	£2-14-6
1 dozen Chic- - - cost to you	£3- 4-0
1 dozen Bikini - - cost to you	£3-13-0
Total cost to you	£9-11-6
Sales to you	£12- 9-0
Normal profit	£2-17-6
Plus BONUS 3 CHIC sales to you	£1-0-9
Profit to you during April and May (40% of cost to you)	£3-18-3

Plus usual additional quantity discounts.

OFFER CLOSES 31st MAY 1966

Post coupon today!

To Sales Manager, Macdonald & Son Ltd., Portland Mill, Ashton-under-Lyne, Lancashire.

1 Please send me.....dozen packs of Silcot Briefs as follows:

STYLE	SIZES			
	SMALL	MEDIUM	LARGE	EXTRA LARGE
TRICOT				
CHIC				
BIKINI				

2 Please send me a free Counter Dispenser and Showcard ☐ TICK HERE

SIGNATURE _____

TRADING NAME _____

ADDRESS _____

Key No. CD2

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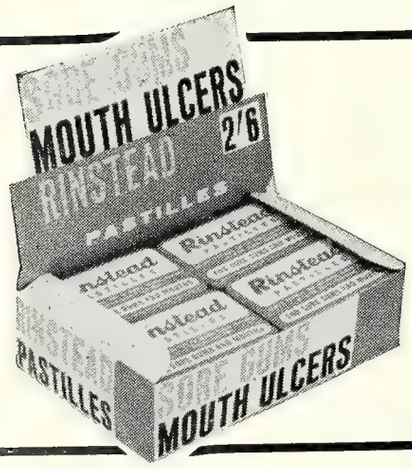
RINSTEAD IS WITHOUT COMPETITION. Ever since the current compelling TV advertising began, sales have been rising meteorically. Many chemists are selling 2 to 3 dozen per week!

RINSTEAD IS SOLD ONLY THROUGH CHEMISTS People will be asking for Rinstead in your shop, so make sure your supplies will meet the ever rising demand.



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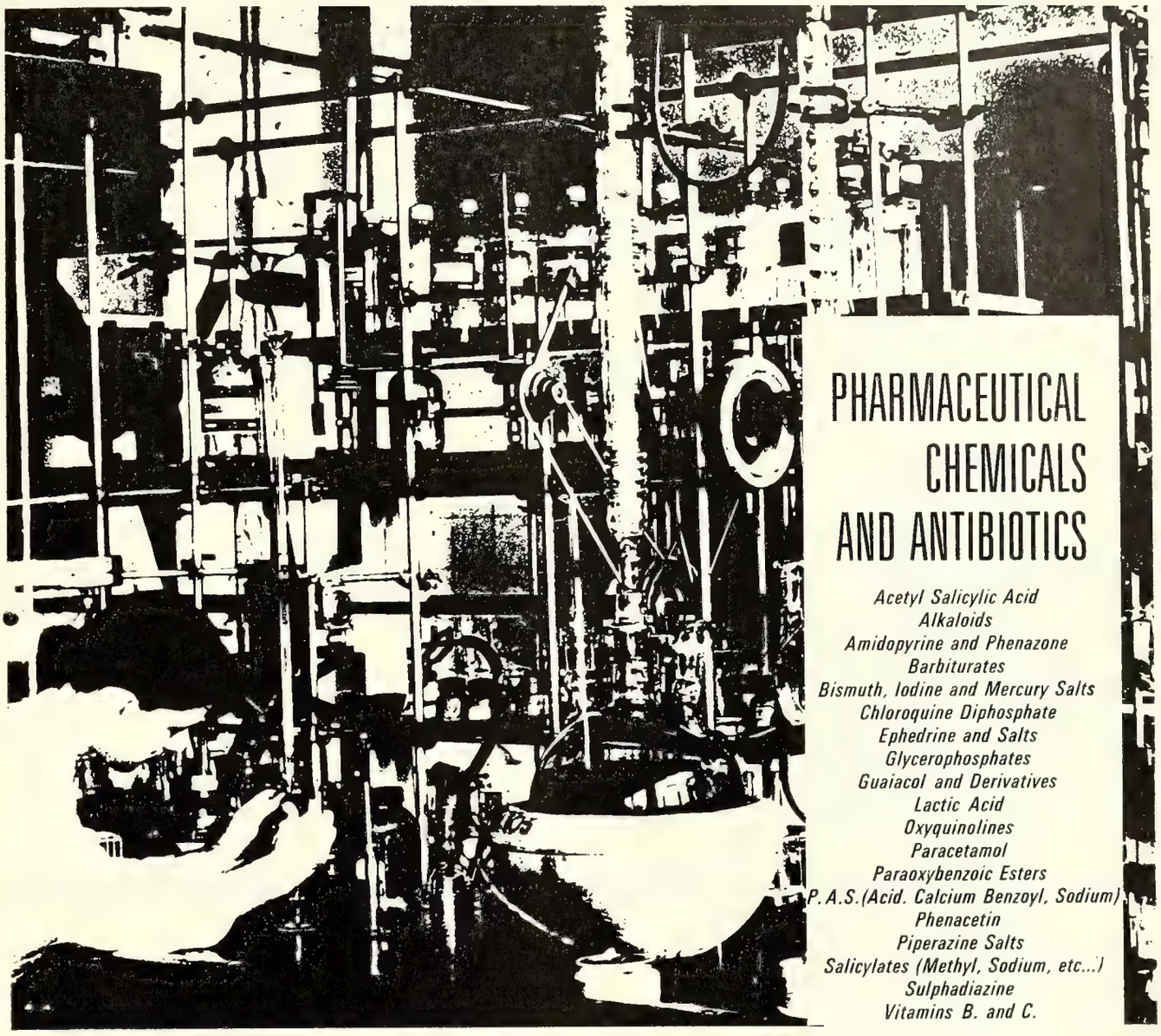
Seymour Rd., London E.10.

TAS/WK.58A



PHARMACEUTICAL CHEMICALS AND ANTIBIOTICS

Acetyl Salicylic Acid
Alkaloids
Amidopyrine and Phenazone
Barbiturates
Bismuth, Iodine and Mercury Salts
Chloroquine Diphosphate
Ephedrine and Salts
Glycerophosphates
Guaiacol and Derivatives
Lactic Acid
Oxyquinolines
Paracetamol
Paraoxybenzoic Esters
P.A.S.(Acid. Calcium Benzoyl, Sodium)
Phenacetin
Piperazine Salts
Salicylates (Methyl, Sodium, etc...)
Sulphadiazine
Vitamins B. and C.

IMPORTERS AND DISTRIBUTORS — RP

United Kingdom :

Messrs R.W. GREEFF & C° Ltd
Garrard House,
31-45 Gresham Street
LONDON E.C.2

Australia :

Messrs H.J. LANGDON & C° Pty Ltd
- MELBOURNE C.1., VICTORIA 351-355 king Street
- PYRMONT N.S.W. : 119 Harris Street
- ADELAIDE, S.A. : 222 Torrens Road, Croydon Park

South Africa :

NEWPORT TRADING CORP. Pty, Ltd
15 Sydenham Road
FORDSBURG-JOHANNESBURG

Hong-Kong :

OLIVIER & C° (H.K.) Ltd
209 Alexandra House
HONG-KONG

India :

MAY & BAKER (INDIA) PRIVATE Ltd :
(Vitamins and Glycerophosphates)
- BOMBAY : Karimjee House, Sir Pheroeshah Mehta Road

VOLTAS LIMITED : (other products)
- BOMBAY : 19 Graham Road, Ballard Estate
- CALCUTTA : 8 Netaji Subhas Road
- BANGALORE : 2/2 Kasturba Road
- KANPUR : The Mall
- MADRAS : 115-116 Armenian Street
- NEW-DELHI : 7/1 Ajmeri Gate Extention

Thailand :

THE BORNEO COMPANY LIMITED :
10-1041 Silam Road
BANGKOK

Malaysia and Singapore :

THE BORNEO COMPANY LIMITED
- SINGAPORE : Crosby House
- IPOH : P.O. Box 137
- KUALA LUMPUR : P.O. Box 151
- PENANG : P.O. Box 155
- KUCHING (SARAWAK) : P.O. Box 141

Pakistan :

VOLKART (PAKISTAN) LIMITED :
(Vitamins excluded)
- CHITTAGONG : Sadarghat Road
- KARACHI : Mc Leod Road
- LAHORE : 53 The Mall
- DACCA : Shareef Mansion Plot 56/57 Motijheel, Commercial Aera

MAY & BAKER Ltd: (Vitamins)
- KARACHI : Wood Street

rhône poulenc
PARIS/FRANCE
telex : RHODIA-PARIS 20.923

65 FXP II 14

C

Nivea SUNNING PR
for legendary profit

Big Spring bonus

20%

off trade price plus P. Tax concession!

on orders for at least 6 cases of Nivea Sunning Preparations. Offer closes 27th May 1966.

Dazzling display material

Pre-packed 'competition' merchandiser

Really sets you up for big sales in '66. Comes pre-packed with the Nivea Sunning Preparations range—floor standing, takes up no counter space —complete with competition details and entry forms and topped with glittering gold goddess!

Counter units and showcards

Both featuring the 'Legend of the Sun' competition and containing entry forms.

Big display bonus

Pre-packed merchandiser

Cost of original stock it contained refunded in full at Trade Price if you sell the winning pack in the 'Legend of the Sun' competition. Plus—£5 every consolation prize-winning pack you sell!

Counter units and showcards

£5 for every winning pack sold!

Heavy Advertising

Right through the peak Summer season Niv Sun Preps will be on Radio Luxembourg reaching your customers right where it matte on holiday, wherever they are with a transis or car radio!

Nivea Sunning Preparations–Three Fast Selle

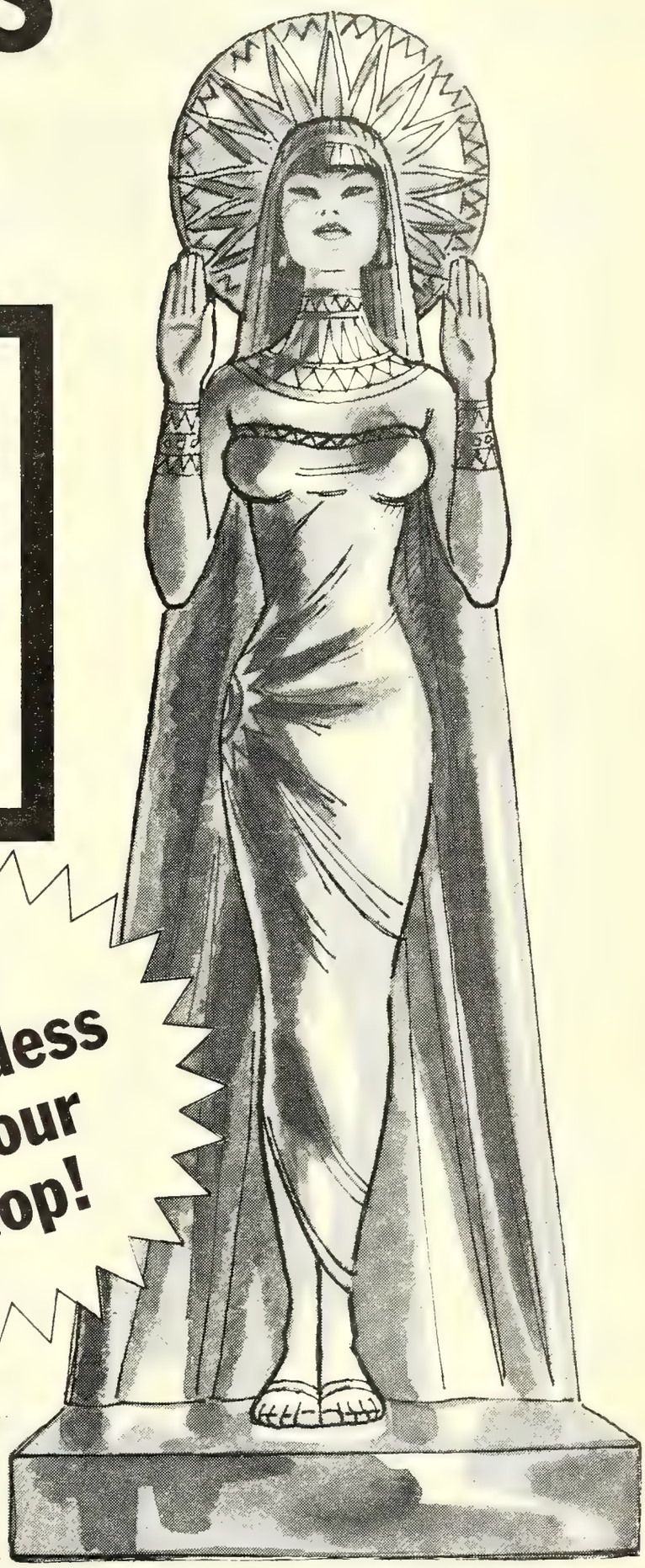
Continental Sun Tan Oil	Retail Price 6
Sunmilk	Retail Price 5
Sunfilta	Retail Price 3

ARATIONS
n 1966!

Fantastic consumer promotion

Legend of the Sun' competition

st Prize—a solid gold Goddess
or £1,000! Plus—100 consolation
prizes also to be won!



Put a goddess in your shop!

S&N products

Further details write to:
Smithalls (Sales) Ltd., Bessemer Road, Welwyn Garden City, Herts.

D

SNP

SNP Monograph No. 3

GASTRILS

GASTRILS

THE FIRST ANTACID PASTILLES

GASTRILS are smooth, delicious antacid pastilles, specially formulated to overcome the aversion of most ulcer patients to chalky, gritty antacid tablets. Gastrils buffer gastric pH to the optimum physiological level, and keep it there, without any unpleasant 'antacid' taste or chalky texture.

COMPOSITION

Each pastille contains 500 mg. co-dried gel of aluminium hydroxide and magnesium carbonate in a flavoured and sweetened pastille base.

INDICATIONS

Hyperacidity. Peptic ulcer. Gastritis. Heartburn. Oesophagitis and hiatus hernia.

CAUTION

When prescribing for diabetics it should be noted that Gastrils have a carbohydrate content of 1.75 grammes per pastille.

DOSAGE

Hyperacidity Heartburn Oesophagitis	One pastille sucked when necessary
Peptic ulcer	For continuous relief of ulcer symptoms and gastric acidity, Gastrils should be sucked at regular intervals of from one to four hours according to the patient's needs
Gastritis and hiatus hernia	One or two pastilles sucked when necessary, according to the patient's symptoms

The two flavours, mint (green) and fruit (yellow), may be taken alternately to relieve the monotony of constant antacid therapy.

PACKS

Gastrils are supplied in cartons of 24 pastilles and dispensing packs of 240. Each pack contains equal numbers of individually wrapped mint and fruit flavoured pastilles.

'Gastrils' is a registered trade mark of T. J. Smith & Nephew Ltd.

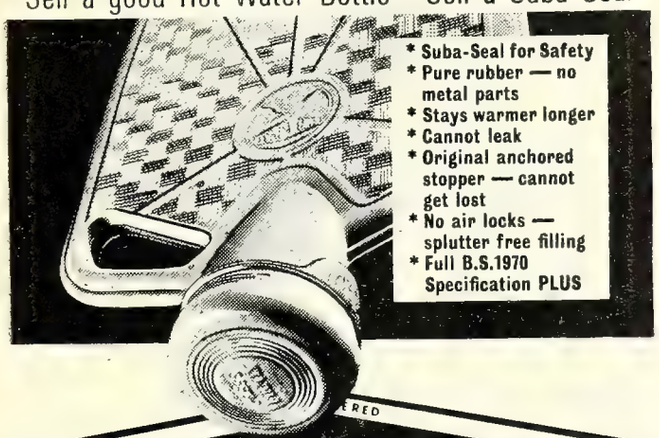
Keep these for reference—or write for complete set of SNP filing cards

SMITH & NEPHEW *Pharmaceuticals* LTD.

BESSEMER ROAD · WELWYN GARDEN CITY · HERTS.

THE WORLD'S BIGGEST NAME IN HOT WATER BOTTLES

Sell a good Hot Water Bottle - Sell a Suba-Seal



SUBA-SEAL
TRADE MARK

GENUINE SUBA-SEAL
LOOK FOR THE NAME ON THE CAP

AVOID IMITATIONS

Stock up from the best selling range of hot water bottles ever made. Full Profit Margins. Extra 5% FORWARD ORDER BONUS for orders placed before 30 June for delivery by 31 December. Display stands to support you at the points of sale. Backed by massive consumer advertising.

WILLIAM FREEMAN & CO. LTD.
SUBA-SEAL WORKS, STAINCROSS
BARNSLEY · TEL. BARNSLEY 4081

C&D

CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 April 30, 1966 No. 4498

CONTENTS

British National Formulary (reviewed) ... 432
Chemical Industry in 1964-65 422
Food and Drug Chemistry 437
Herts Branch Dinner (cartoon) 423
Hospital Pharmacists' School (concluded) 435
I.C.I. Expands Pharmaceutical Production 424
"Instant" Pictures for the Masses ... 426
Leading Articles:
Planned Inactivity 431
Time to End the Import Surcharge? 431
A Growing Market Around a Basic Core 431
Mallinson House, London, N.14 ... 426
New Products and Packs 429
Onward from Galen 432
Planned Distribution of Pharmacies ... 422
PROFIT FROM DIET ... ... *Loose inset*
Topical Reflections 421
"Veterans" Meet at Dinner 426

Branch Events 422
Business Changes 427
Coming Events 441
Commercial Television ... 442
Company News 427
Contemporary Themes ... 442
Correspondence 430
Deaths 428
In Parliament 427
Irish News 420
Legal Reports 427
Local Officers 421
Manufacturers' Activities 428
New Products and Packs 429
News in Brief 421
News of the Week ... 419
N.H.S. Statistics 436
Patents 440
Prescribers' Press 442
Print and Publicity ... 441
Sport 421
Trade Marks 440
Trade Notes 428
Trade Report 438

Index to Advertisers, p. 4. Classified Advertisements, p. 29.

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MORGAN BROTHERS (PUBLISHERS), LTD.,
at 28 Essex Street, Strand, London, W.C.2
Telephone: Central 6565
GLASGOW: 8 Merrylee Road, Newlands, S.3. *Phone:* Merrylee 6356.
LEEDS, 16: 32 Wynford Rise, West Park. *Phone:* Leeds 67 8438.

ANNUAL SUBSCRIPTION
which includes The Chemist and Druggist Diary and Year Book, £4 5s. Single copies 1s. 3d. each (postage 8d.).

ABC MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS
© MORGAN BROTHERS (PUBLISHERS), LTD., 1966

DIGESTIVE MINTS

new and different - for YOUR NAME and BRAND

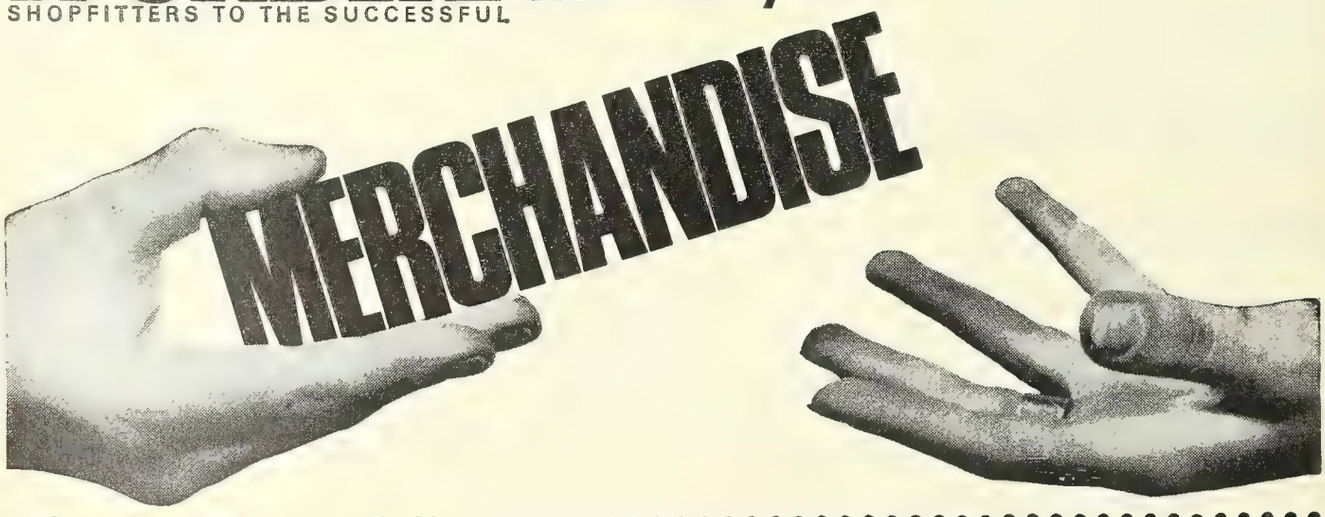
- Delicious mint flavour
- Keep-fresh strip pack
- Most attractive display container
- Striking showcard

24s cartoned in seven design styles - 15/- dozen
Quantity discounts
Exempt P.T.

Sample, illustrated Price List and examples of carton designs on request

ARTHUR H. COX & Co. Ltd.
BRIGHTON SUSSEX
Tel. BRIGHTON 63084 (5 lines)

NORDIA moves your
SHOPFITTERS TO THE SUCCESSFUL



... faster, easier—more profitably—

It costs nothing to let Nordia tell you how we think your shop can be improved, your turnover increased, and what capital outlay is necessary. The service by Nordia's shopfitting consultants—including a modernisation scheme prepared for your business specifically—is friendly and free. Make use of it right away by posting the coupon *NOW*.

I want to know more about the Nordia System of Selling

name .....

address .....

..... CD/3/66

LEEDS: 25 Wellington St., Leeds. Tel: Leeds 35821
LONDON: 94 Baker Street, London W1. Tel: Welbeck 9296
EIRE: Nordia Shopfittings (Ireland) Ltd., 94b Lr. Drumcondra Rd., Dublin 9. Tel: 371129

. . . on FLIT insecticides and LOTOS air freshener

Up with the lark to collect your bonus. Extra plump profits if you order for delivery *by 31st May, 1966.* After that? Sorry—early birds only.

SEE WHAT YOU SAVE!

BONUS SCHEME on popular sizes

	A (min. order 4 doz.)	B (min. order 10 doz.)
FLIT FLY KILLER LOTOS AIR FRESHENER	SAVE 9/4	SAVE 12/8
FLIT ANT KILLER FLIT MOTH PROOFER	10/4	14/–

BIGGER BONUSES ON LARGER SIZES

JOIN THE EARLY BIRDS!

ANOTHER Esso PRODUCT

PRINTAR INDUSTRIES LIMITED · PRINCE REGENTS WHARF · SILVERTOWN · LONDON · E.16

Stop press from ELIDA

New Harmony Packs!
New Harmony Shades!
New Harmony Advertising!

Monday: Felt Mondayish
Tuesday: Spent 3/3 on my first packet of Harmony

*Wednesday: Felt rather better**

*With Harmony, you feel just the right kind of better.
It adds richness to your own hair colour.
Richness that lasts through 6-8 ordinary shampoos.
Eleven dishy shades to choose from. All 3/3.
Next time you feel Mondayish, try one.
P.S. Harmony is a cream in a tube. So it's the easiest colourant of all to use.

Harmony is made by ELIDA of Paris, Vienna, London—the people who make Sea Witch, Melody, Sunsilk, Twink and Pin-Up.

Harmony's new-look packs are more wantable (prettier!—much less ordinary!). And they make it far easier for your customers to choose the right colour. (There's a differently illustrated pack for each shade.)
Harmony's two new shades—Burnished Copper and Burgundy—are its most effective ever.
And Harmony's new advertising is a rave! Look out for it everywhere in women's magazines. And check your Harmony stocks!

Harmony is made by ELIDA of Paris/Vienna/London–the people who make Sea Witch/Melody/Sunsilk/Twink and Pin-Up. Elida Ltd., 43 Portman Square, London W.1

GELATINE CAPSULES for world markets

To meet the growing world market in gelatine capsules, Leiners offer a Complete Encapsulation Service for all industries where encapsulated products can be used. With the recent introduction of the Leiner Encapsulation Plant, Leiners are in a unique position to produce soft-shell gelatine capsules by the million in a variety of shapes, sizes and colours, to meet the most exacting specification and keenest market.

All Leiner's capsules are precision-filled, are produced under rigid scientific control and are all made from Leiner's own high-grade gelatines which result from over a century's specialization in gelatine manufacture.

Numerous formulations can be presented in LEINER'S CAPSULES for

MEDICINALS · CHEMICALS · COSMETICS · FOODS · ETC

A wide range of capsules to B.P. formulations is manufactured and available for immediate supply.

If you are buying large quantities of soft gelatine capsules for existing or new products, it will pay you to ask Leiners for a quotation before you place your next order.

If you wish to make your own gelatine capsules send for details of

LEINER'S NEW ENCAPSULATION PLANT

P. LEINER & SONS LTD.

ONE OF THE LEINER GROUP OF COMPANIES

7 CLEVELAND ROW, ST. JAMES'S. LONDON S.W.1. TELEPHONE: WHITEHALL 9624

A NEW PERSONAL ANTISEPTIC FOR THE DISCRIMINATING CUSTOMER
THE GENTLE, FRAGRANT AND PLEASANT TASTING ANTISEPTIC FOR PERSONAL USE
By appointment to Her Majesty The Queen Suppliers of Sanitas The Sanitas Co. Ltd.
SANITAS
PERSONAL ANTISEPTIC
GENTLE, FRAGRANT AND PLEASANT TASTING
By appointment to Her Majesty The Queen Suppliers of Sanitas The Sanitas Co. Ltd.
SANITAS
PERSONAL ANTISEPTIC
GENTLE, FRAGRANT AND PLEASANT TASTING
SEVENTEEN USES FOR SANITAS PERSONAL ANTISEPTIC

A NEW PRESTIGE AND PROFIT LEADER FOR THE HIGH-CLASS CHEMIST

SANITAS

PERSONAL ANTISEPTIC

The gentle, fragrant, pleasant-tasting liquid antiseptic, in the most elegant presentation

The new Sanitas Personal Antiseptic is not to be classed with the various types of antiseptic sold through grocers and supermarkets.

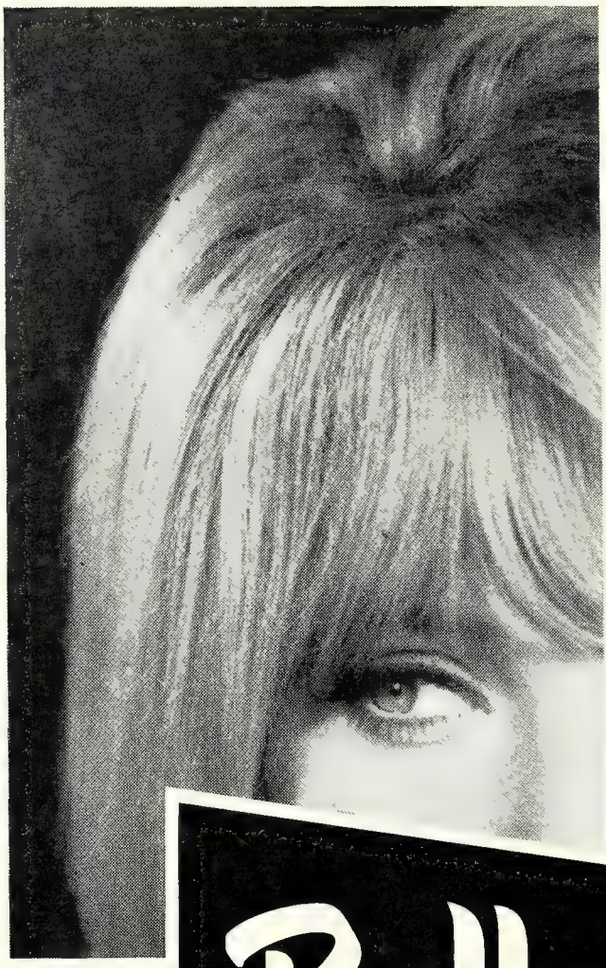
This golden liquid is presented in an 'Edwardian' bottle with a white, blue and gold die-stamped label, the motif of which is carried through to the 12 page booklet which accompanies the bottle, and the cellophane-wrapped carton in which it is contained.

Sanitas Personal Antiseptic sells at 12/6, yielding the chemist a full 50% margin on his buying price, as well as a bonus on his initial order. The standard initial order is for thirteen bottles, which will be charged at the rate of only eleven bottles; and an elegant display stand is supplied to hold one of the bottles. There are also twelve free sample bottles for the chemist to present to selected customers.

Sanitas Personal Antiseptic will be advertised in full colour pages in quality magazines, including Vogue, Harper's Bazaar, Punch, Country Life, Queen, Town, The Lady and Illustrated London News.

Chemists with a high-class clientele who would like to associate themselves with the promotion of the new Sanitas Personal Antiseptic are invited to send their orders to The Sanitas Company Limited, 43/55 Clapham Road, London S.W.9. Telephone: Reliance 2801.

NOW IN FULL SWING



COVERING NINE TELEVISION AREAS

MIDLANDS, CENTRAL SCOTLAND
NORTH-EAST SCOTLAND
SCOTTISH BORDER, NORTH-EAST
NORTHERN (YORKSHIRE AND LANCASHIRE)
WALES AND WEST, ANGLIA
AND N. IRELAND

The biggest battery yet of Bellair 15- and 30-second commercials has been progressing with outstanding success since April 11 and will continue to deliver the Bellair message to millions of hair-conscious women throughout May and on to June. *This means big business for you.*

Aerosol 4/8, Spray Pack 2/8
Refill Bottle 1/8, Refill Sachet 1/3

Get your share of this profitable and expanding market and place your repeat orders in good time with your wholesaler

Bellair REGD
hair spray

GREATEST *EVER* TV CAMPAIGN

BELLAIR (COSMETICS) LTD., BOARDMAN ST., OLDHAM, LANCS.
TELEPHONE: OLDHAM MAIN 3045 and 6226

Why so many patients need the complete nourishment of Complan

Complan is a complete planned food. It contains every nutritional factor in the right proportion—protein, fat, carbohydrate, vitamins, minerals and other substances known to be important in nutrition. Easy to prepare as a pleasant tasting drink, Complan can serve as a comprehensive high-protein dietary supplement or as a total food.

Complan is especially useful in many geriatric conditions, disorders of the alimentary tract, hepatitis, cirrhosis of the liver, chronic wasting diseases, coeliac disease and weight control. Patients on a fully liquid diet can be nourished for months on Complan alone. One pound of Complan amply meets the total food requirements for one day of the average adult patient in bed. Extremely well tolerated and easily digested, Complan is the complete answer to many feeding problems.

Complan is a Glaxo trade mark

Backed by all the experience of
Glaxo Laboratories Limited,
Greenford, Middlesex

Detailed literature is available on request

5 good reasons why Unicliffe hold over 50% of the slimming biscuit market

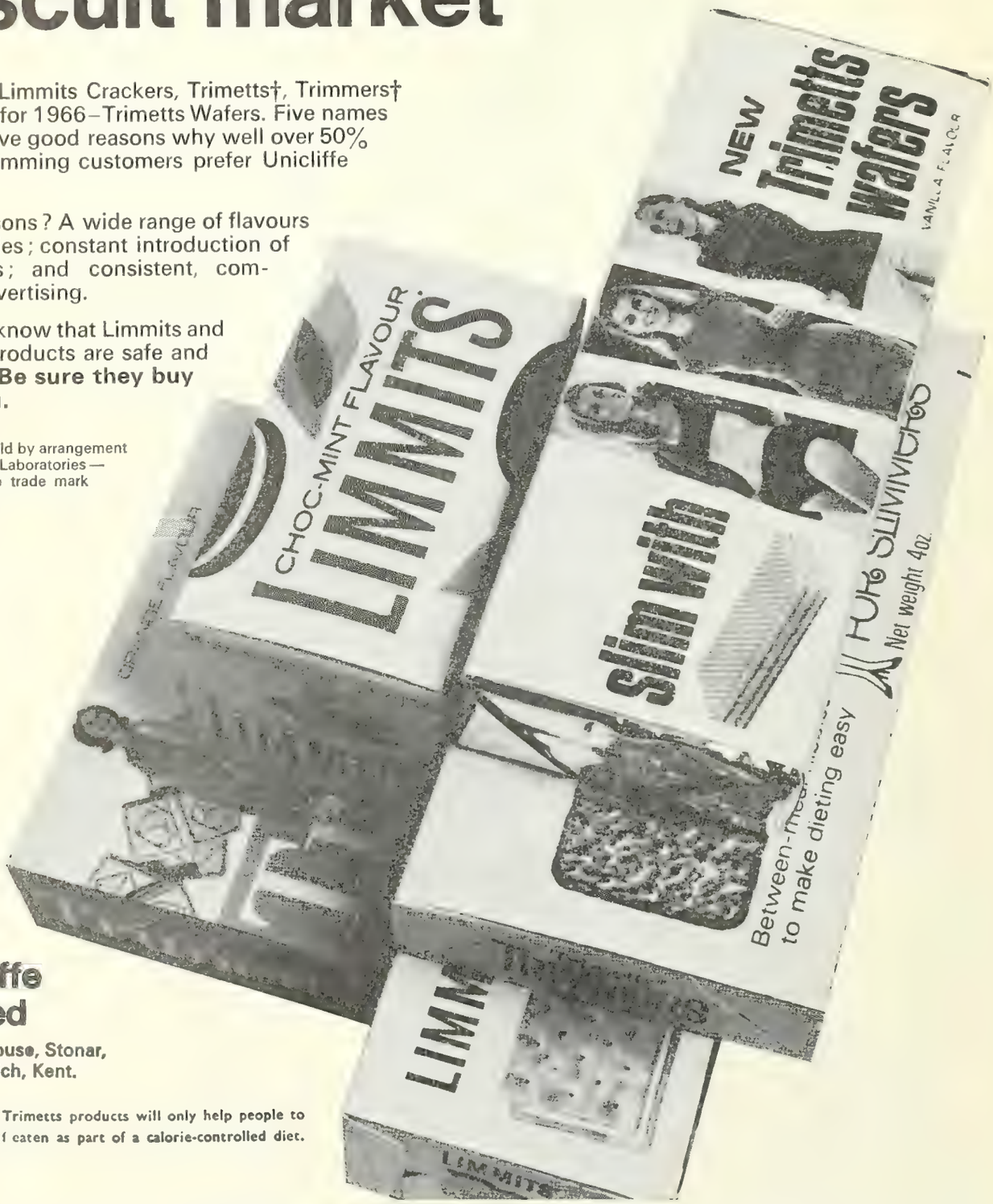
Limmits*, Limmits Crackers, Trimetts†, Trimmers† and–new for 1966–Trimetts Wafers. Five names to note. Five good reasons why well over 50% of your slimming customers prefer Unicliffe products.

Other reasons? A wide range of flavours and varieties; constant introduction of new lines; and consistent, compelling advertising.

Slimmers know that Limmits and Trimetts products are safe and effective. **Be sure they buy from you.**

* Made and sold by arrangement with Unicliffe Laboratories—owners of the trade mark "Limmits".

† Trade marks.

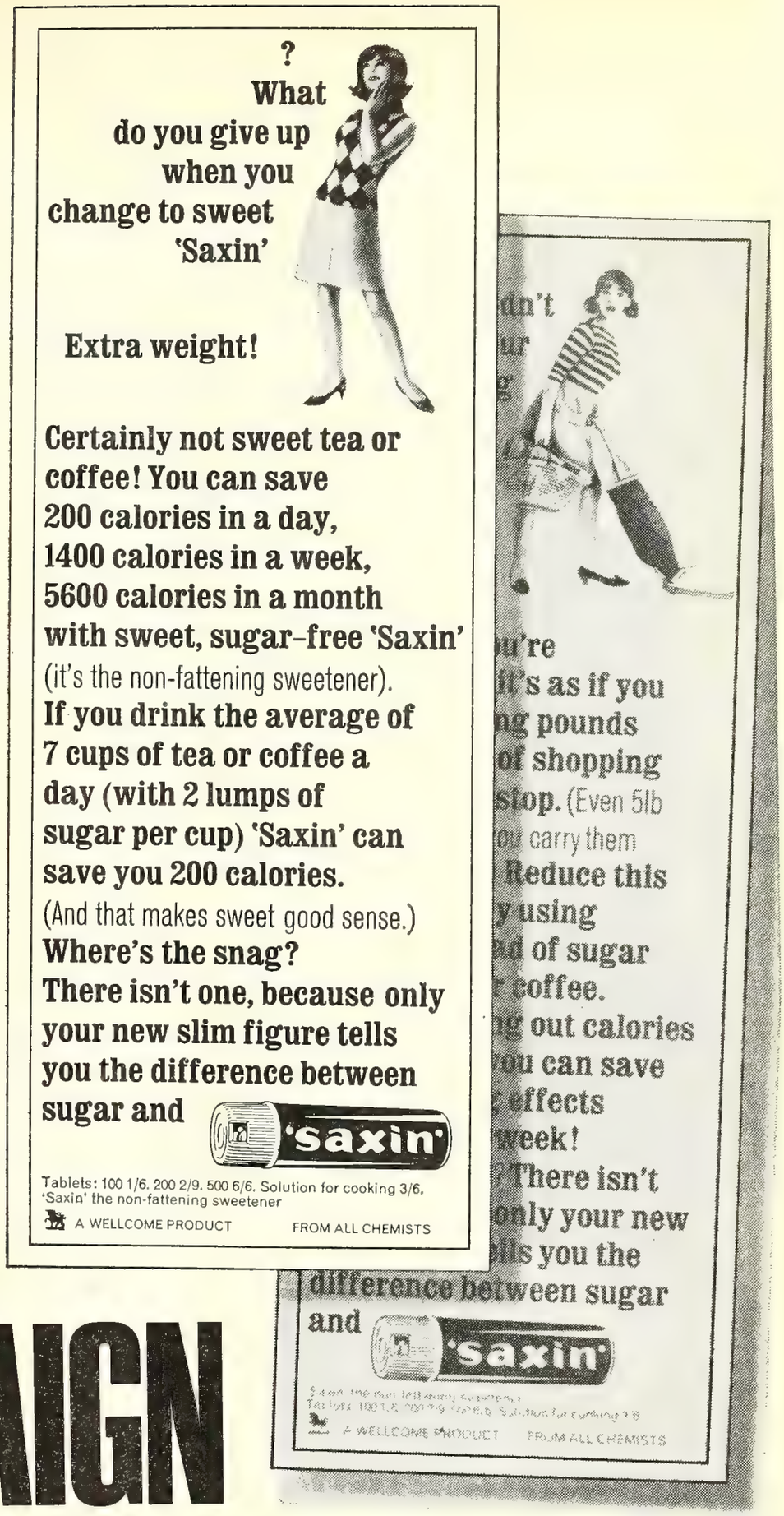


Unicliffe Limited

Unimart House, Stonar,
Nr. Sandwich, Kent.

Limmits and Trimetts products will only help people to ose weight if eaten as part of a calorie-controlled diet.

Printed by THE HAYCOCK PRESS, LTD., 2 Exmoor Street, London, W.10,
and published by the Proprietors, MORGAN BROTHERS (PUBLISHERS), LIMITED, at 28 Essex Street, London, W.C.2



BIG SCALE 'SAXIN' CAMPAIGN

The new big 'Saxin' advertising campaign is hard selling with an irresistible appeal to would-be slimmers. Throughout Britain millions will see the 'Saxin' no-calories story in the national press: 11″ double cols. and 8″ double cols. DAILY EXPRESS, 8″ double cols. EVENING NEWS and leading Provincial Papers. Half Pages and Quarter Pages in WOMAN, WOMAN'S OWN, WOMAN'S WEEKLY, WOMAN'S REALM and WOMAN'S MIRROR. This advertising is designed to make an impressive impact on sales—YOUR sales.

Make the most of it by stocking plenty of 'Saxin' and getting maximum sales benefit from 'Saxin' advertising and new display material.

Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) London.

the cleaner tasting saccharin .....

WALLIS SACCHARIN

Nationally Advertised

Available in tubes of 100 and drums of 500

Increase your saccharin sales—buy Wallis Super Saccharin

WALLIS LABORATORY LIMITED
Holywell Estate · Watford · Herts
Tel: Watford 21812

Specialists in strip and unit packaging

Export enquiries invited

DIABETIC AND REDUCING DIETS CAN BE ENJOYABLE AND APPETISING WITH

Dietade

TRADE MARK

Diabetic and reducing diets can sometimes be dull and uninteresting, but DIETADE low carbohydrate, low calorie foods are now available which give variety to the diet controlled meal-time.

- **DIETADE LOW CALORIE SALAD DRESSING** . . . a delicious French style dressing. 2/9 per bottle.
- **DIETADE DESSERT MOULDS** are available in such flavours as Coffee, Chocolate, Orange, Strawberry, Lemon and Blackcurrant. 1/3 a packet.
- **DIETADE CANNED FRUITS** are packed just as they grow without sugar, saccharin or sorbitol and retain all their natural, fresh, sunripened goodness. Fruit Salad, Apricots, Sliced Peaches, Pineapple Crush, Cherries, Pineapples and Pears. 1/8 for a 7-oz. can.

Dietade foods are approved by the British Diabetic Association for diabetic diets and are used in many leading hospitals. Special Dietade leaflets are available for your customers, describing the products and also giving tables of carbohydrate and calorie contents. Supplies of these leaflets will be sent to you on request.

Orders and enquiries to **DIETADE DEPARTMENT, EUSTACE MILES FOODS CO. LTD · COLNBROOK · BUCKS.**

P.S. Dietade also manufacture the only available range of low-salt foods.

When your customers ask for
WHEAT GERM- *Sell them*

FROMENT

STABILIZED PURE WHEAT GERM

RECOMMENDED FOR NERVES, HEALTH & ENERGY —FROMENT HAS A LOVELY NUTTY FLAVOUR WHICH EVERYONE ENJOYS.

DOUBLE SIZE (28oz) FAMILY PACK ONLY 6/- 14oz. CARTON 3/3 7oz. CARTON 1/9

Sole Manufacturers
JOHN H. HERON LTD.,
HOOK ROAD MILLS, GOOLE. TEL 1153

***IRRITATING* COUGHS!**

RECOMMEND SOOTHING

PULMOLACTIS

★ Nationally advertised
★ Available only from Chemists
★ Sugar free Pulmolactis available, especially for diabetics

Sample from manufacturers:—
CLAY & ABRAHAM (Manufacturing) Ltd., Liverpool, I

THE *ORIGINAL* ONE-WAY NAPPY—

still the best and the best seller!

The MARATHON One-way Nappy (we are the pioneers—we invented the term "ONE-WAY," now in common usage) is *demonstrably* the best . . . 100% effective, the largest and easiest to fit, safest to wash (can be BOILED, too!) has a longer life and is FULLY GUARANTEED. The best and the best value—and only the best is good enough for the young mother of today.

Two typical unsolicited letters from the scores we receive everyday:

"GRANNIES ADMIT THEY ARE WONDERFUL"

99, Harbour Way, Shoreham-by-Sea.

4th Feb., 1966.

As a very new mother, I should like to congratulate you on your Marathon Nappies. I was delighted to find my baby perfectly dry at every nappy change and have recommended them to my friends as an excellent buy. Even sceptical grannies have had to admit that they are wonderful!

Mary A. Kendrick (Mrs.).

"I TELL YOU—THEY'RE FANTASTIC!"

10 Ruskin Road, Norwich.

29th May, 1965.

I am a "Doubting Thomas" . . . so was rather sceptical about your Marathon Nappies . . . But, by golly! They are fantastic! My baby was three weeks old when she developed a rash, and although I changed her continually, the rash worsened until it was a pitiful sight. I tried no end of ointments the Doctor recommended—to no avail . . . I decided to give Marathon Nappies a try. The rash cleared in days! Grateful thanks!

Mrs. Patricia J. Smith.

P.S.—*I tell you, they're fantastic!*

NEW MERCHANDISING UNIT

Eye-catching, strikingly colourful Carton and Display Outer-dispenser. Each Outer carries a supply of LEAFLETS telling the story of the unique MARATHON One-Way Nappy, with convincing testimony from mothers, the specialist and general Press and medical authorities.

NOW FULLY GUARANTEED

"Full purchase price refunded if not completely satisfied". This unconditional guarantee appears on every Carton.

NATIONAL ADVERTISING

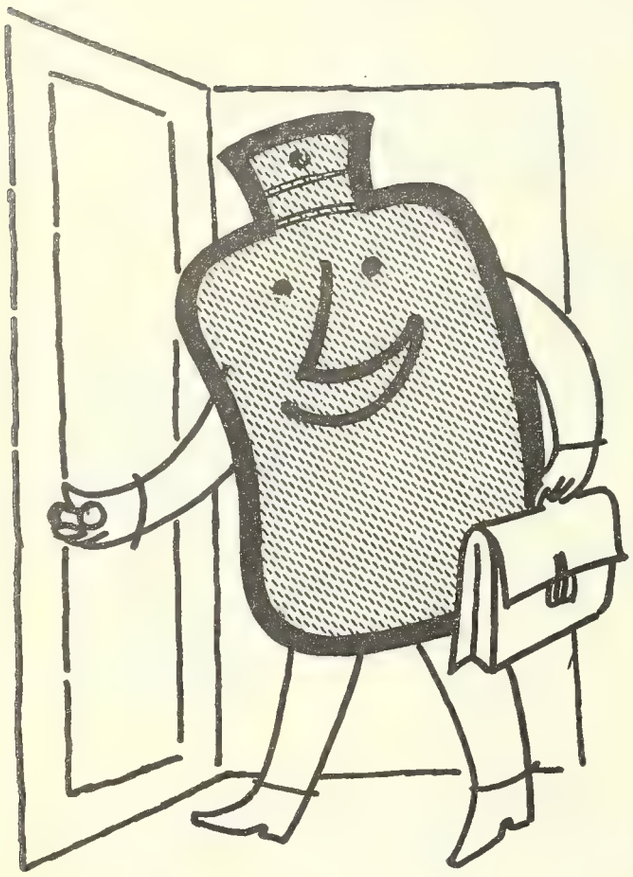
Appearing regularly in all the leading mothercraft and general women's magazines and specialist handbooks, including:

Woman's Mirror, Housewife, Good Housekeeping, Family Doctor, Mother, My Home, All About Children, Parents, Mother & Baby, Babyworld, The Baby Book, You & Your Baby, etc. etc.

Three sizes, to retail at: STANDARD: (0-5 months), 2 for 5/11; LARGE: (6-10 months), 2 for 7/11; PANTS (Over 10 months), 2 for 8/11. Order from your usual Wholesaler. If any difficulty, write: MARATHON KNITWEAR (NOTTINGHAM) LTD., PEVERIL STREET, NOTTINGHAM. One of the John Beales Associated Companies.

Marathon

ONE-WAY NAPPY



Don't miss the LI-LO man

Don't miss the Li-Lo man when next he visits you — all your customers will be wanting to buy the exciting range of Li-Lo hot water bottles.

With competitive prices and a wide choice of colour and style we're sure that even you will be amazed at the wonderful value offered.

P. B. Cow (Li-Lo) Ltd., Trading Estate, Slough, Bucks.
Tel: No 20333.

LI-LO

TANNIC ACID

ALL QUALITIES

THE BRITISH DYEWOOD Company Limited

19 ST. VINCENT PLACE
GLASGOW, C.1

THE FABULOUS 'NERON'
ULTRA VITALUX &
INFRA RED

PRESCRIPTION LAMPS
BY "OSRAM" GMBH., GERMANY
V-DEVELOPMENT LTD
22, CLIFTON RD. W.9

SEND YOUR PHOTOFINISHING TO

JOHNSON
PROCESSING LABORATORIES LTD.

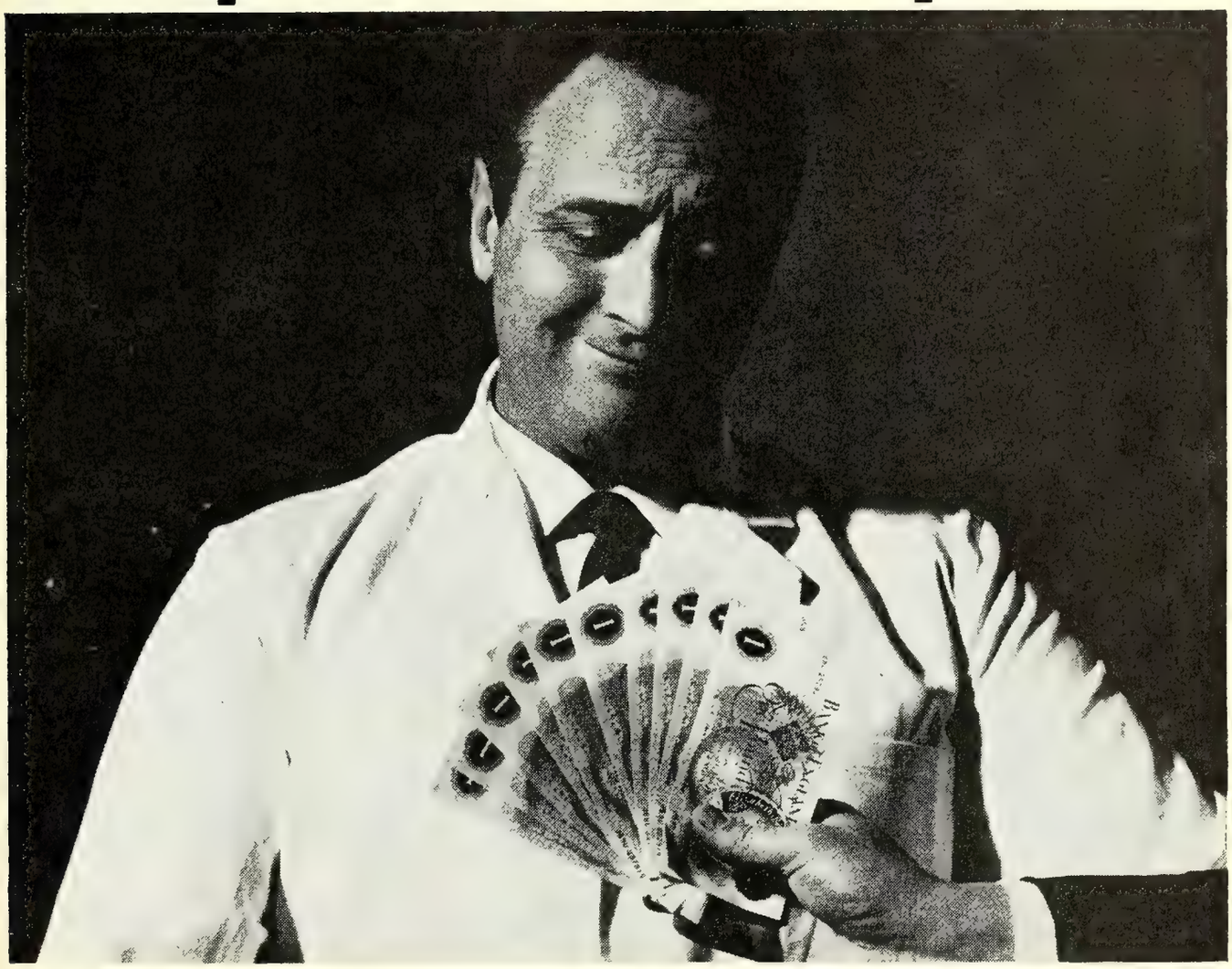
AGFACOLOR
APPROVED PROCESSORS

EKTACHROME & KODACOLOR
SPECIALISTS

Write for details or phone GLA 5476

Van deliveries daily in Greater London north of the Thames

Free with Vitapointe Shampoo...



money!

Real money. The sort you put in the bank. Like the extra profit you earn if you buy Vitapointe Shampoo now. Why? Because the special Vitapointe Shampoo bonus terms have been extended. Until 30th June. A whole extra month. There are special bonus terms on Vitapointe Hairspray too. Order direct or ask your Fisons Pharmaceuticals Representative for the details. Hurry! Hurry all the way to the bank!

Fisons Pharmaceuticals Ltd

LOUGHBOROUGH, LEICESTERSHIRE

BINKI

ONE WAY UNDER NAPPIES

Tailored by ELSINORE

2 for 3/11

FROM YOUR USUAL WHOLESALER

C&D

Tablet and Capsule Identification Guide

This new edition represents a major revision, dealing with the identifiable products of 175 manufacturers. A new method of colour matching has been adopted, and shape, diameter, markings and other characteristics are taken fully into account to assist in identification. The textual information is given in tabular form with alphabetical cross-references to make speedy reference easier.

For only 20/- you can have this handy guide

Complete the coupon now to ensure your copy

The Publisher,
THE CHEMIST & DRUGGIST,
28 Essex Street, Strand, London, W.C.2. CENtral 6565

Please send me ..... Tablet and Capsule Identification Guide(s) @ 20/- each. Remittance for..... enclosed.

NAME.....

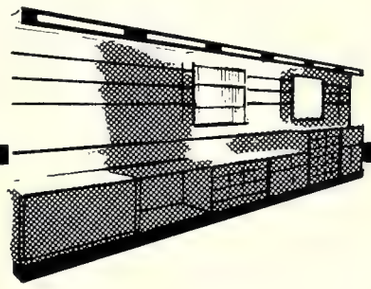
ADDRESS .....

.....

CD9

Without doubt, Counterpoint is today's most *flexible*, ultra-modern interior store display system. Flexible, because Counterpoint is an *interchangeable* unit system. Means all units can easily be varied or adjusted at any time. Guarantees a tailor-made answer to any space problem. Counterpoint can stage a marvellous transformation of your interior. It's quick to install and so economical. Specially designed to give maximum visibility in the minimum of space. Offers quicker, easier selection of merchandise for hurry-bound shoppers. And Counterpoint will gladly send one of their leading men to give expert advice on your particular problems as part of the service.

Visit our Main office and Showroom: 243, Euston Road, London, N.W.1. Showrooms also at James White (Shopfitters) Ltd., Team Valley Trading Estate, Gateshead-on-Tyne 11.



Please send me your Counterpoint brochure ☐

Please arrange to send your representative ☐
(Tick as required)

NAME.....

ADDRESS.....

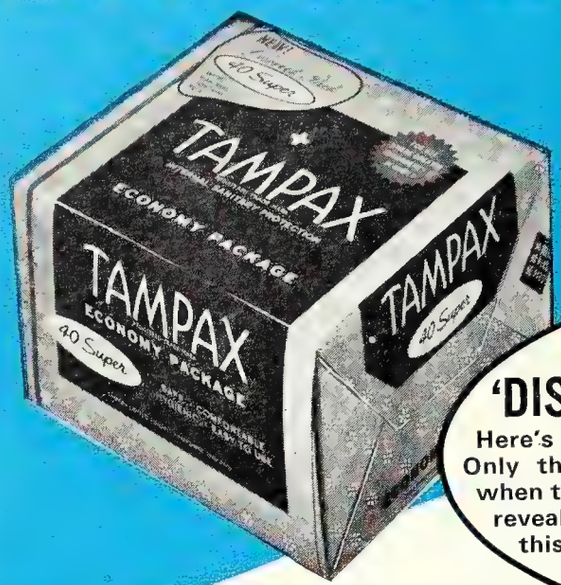
.....

Post to Counterpoint Store Equipment Ltd., 243, Euston Road, London, N.W.1. or (for the North & Scotland) to: James White (Shopfitters) Ltd., Team Valley Trading Estate, Gateshead-on-Tyne 11.

C 12

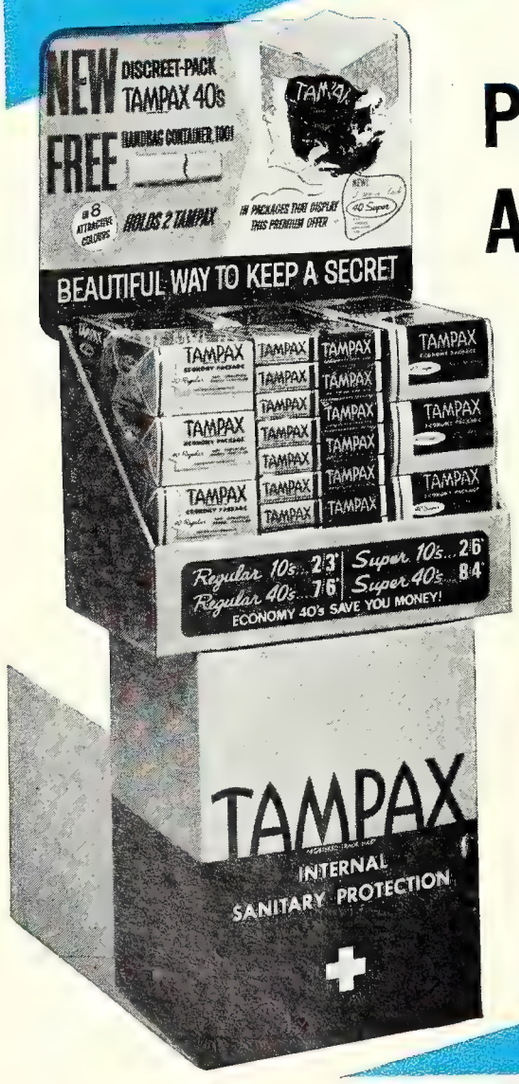
counterpoint

NEW FROM TAMPAX!



THE NEW 'DISCREET PACK' ECONOMY 40's

Here's right up-to-date packaging for Tampax 40's! Only the transparent wrapper is brand-printed, and when this is removed an attractive star-studded box is revealed – tasteful – discreet. Women will appreciate this new reason for buying the Economy 40's . . . and you'll benefit from the accelerated sales.



PLUS THE NEW DISPLAY AND SELF-SERVICE UNIT!

If you have already used a Tampax Display Unit you know how it increases sales—especially the sale of 40's—to give higher turnover and bigger profits. This gay, sturdy and practical display for 1966 features the NEW 'DISCREET PACK' Economy 40's and promotes the popular Handbag Container Gift. Pays handsomely for its small floor-space. Order your Tampax Display Unit today!

COSTS £6.12.11

(2½% 30 days settlement discount allowed for)

SELLS FOR £10.4.6

YOUR PROFIT £3.11.7

=35%

CONTENTS OF DISPLAY UNIT

1 DOZ. REGULAR 10's

1 DOZ. SUPER 10's

$^{3}/_{12}$ DOZ. REGULAR 40's

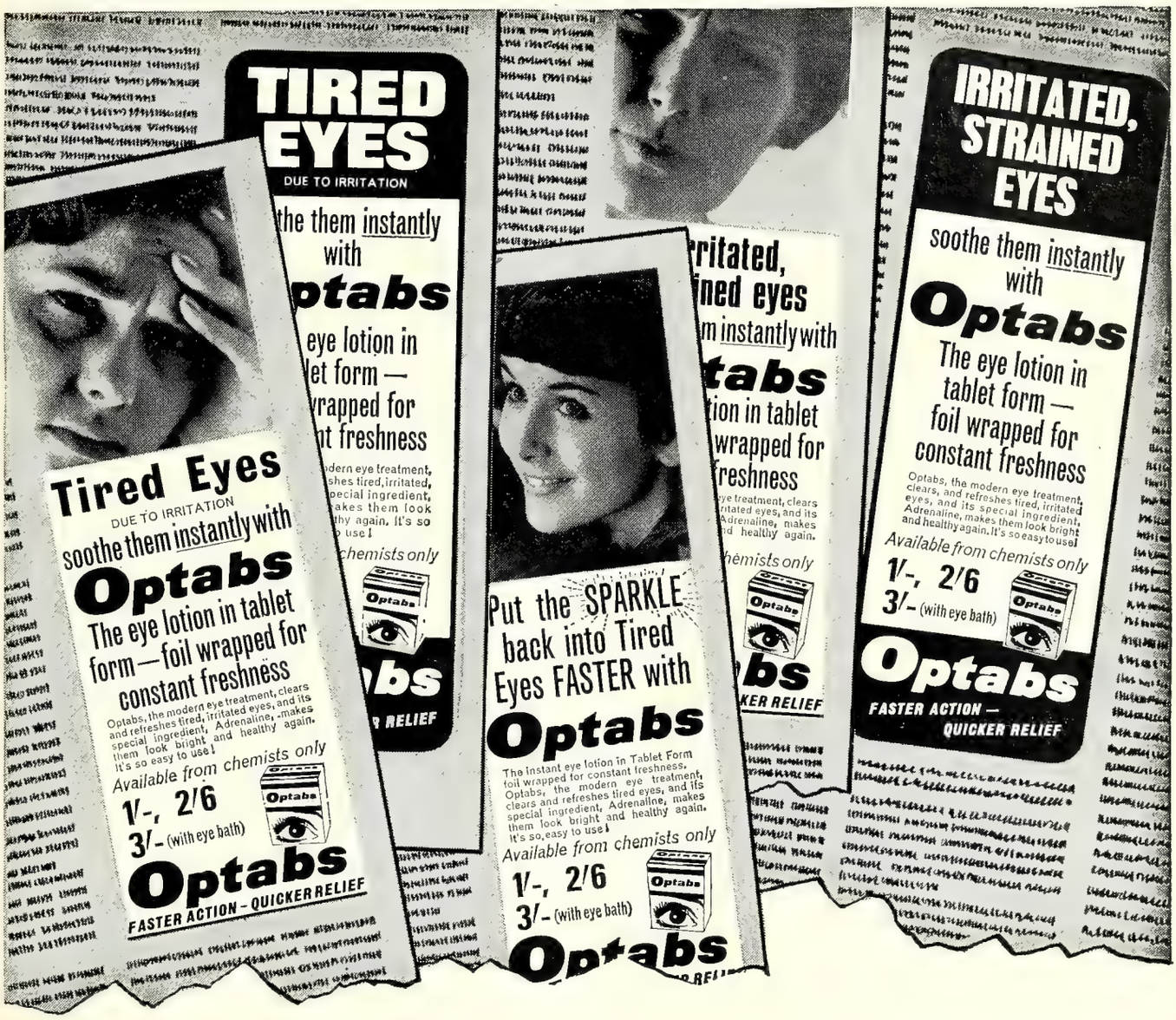
$1^{3}/_{12}$ DOZ. SUPER 40's

(Equivalent to 8 DOZEN 10's)

TAMPAX

FIRST IN SALES • FIRST IN ADVERTISING
FIRST IN PROFITS

TAMPAX LIMITED, DUNSBURY WAY, HAVANT, HANTS.



The eyes will have it from April - Sept!

These ads will be seen in mass circulation Women's magazines and the popular Sunday press in the most consistent ever Advertising Campaign for OPTABS. Timed for the peak selling period for eye products.

Optabs *The Eye Lotion in tablet form*

BIGGER PROFITS — FASTER WITH OPTABS

Write: OPTABS LIMITED, Kemtheutic House, Grant Street, Bradford 3.

OPS

offer you a unique service!

EKTACHROME—24 HOUR SERVICE BY THE NEW E4 PROCESS

KODACOLOR SPECIALISTS

AGFACOLOR—OFFICIAL 'AGFA' PROCESSING STATION

ALL COLOUR—FAST EFFICIENT SERVICE

BLACK & WHITE—COMPLETE SERVICE IN 24 HOURS

Daily Collections in many parts of Lancashire-throughout the year

ORMSKIRK PHOTO SERVICES LTD.
P.O. BOX NO. 6. DERBY ST., ORMSKIRK, LANCS.
Telephone ORMSKIRK 2208

ILODERM

a unique self-sterile Ointment that compares with no other in the treatment of:—

BURNS •
BEDSORES •
IMPETIGO •
NAPKIN RASH •
DERMATITIS •
CRACKED NIPPLES •

ask your usual wholesale House for supplies

ILON LABORATORIES
LORNE STREET, HAMILTON, LANARKSHIRE

Regular sales assured with

Shadeine

– the permanent safe HOME tint for GREY hair

Still the best home tint for grey hair. All natural shades. Safe and harmless. Trade Prices—1 oz. 45/- per dozen. 2 oz. 53/3 per dozen. P. Tax 25%. Retail 5/11 and 7/- per bottle respectively.

ALSO GOLDEN SHADEINE

For brightening mousy hair. Trade Price—2 oz. size 45/- per dozen. P. Tax 25%. Retail 5/11 per bottle.

THE SHADEINE COMPANY LTD.
49 CHURCHFIELD RD., ACTON, LONDON, W.3
Over SIXTY YEARS' Reputation

Shadeine TRADE MARK

C&D CLASSIFIED ADVERTISEMENTS

Address Box Number Replies to: THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2. Tel. : CENTRAL 6565

This service does not extend to the forwarding of samples.

PREMISES

HADLEY WOODS MIDDX.

NEW SHOPPING PARADE

MONOPOLY POSITION IMMEDIATELY ADJ. STATION

Excellent opening for

CHEMIST

Lettings already arranged to—Self-service food store, Off Licence, News / P.O., Ladies' Hairdresser.

HEALEY & BAKER

29 ST. GEORGE STREET, HANOVER SQ., LONDON, W.1. MAYfair 9292

C 6987

PREMISES TO LET. City of Plymouth. Shop, 31 Torridge Way, Efford. Applications are invited for the tenancy of the above shop at a rent of £320 per annum, exclusive of rates, for the purposes of a pharmacy. Further particulars and application forms can be obtained from the Estates & Development Valuer, Municipal Offices, Plymouth. Tel.: 68000, Extn. 2165. C 6951

ALDERLEY EDGE, CHESHIRE

New development of single-storey shops and large car park in this prosperous residential town is near completion. 18 ft. x 60 ft. units available from £750 p.a.

TREVOR BURFIELD, F.R.I.C.S., F.A.I., 22/25a Sackville Street, W.1,

REGent 3756

C 1774

BUSINESSES FOR SALE

PHARMACY FOR SALE—North-west England. All-in price £850. Low rental. Box C 1779.

DRUGS, COSMETICS, PHOTOGRAPHY. Shopping parade near Beaconsfield. Modern double-fronted shop. 3-bedroom maisonette. 8-year lease at £500. Turnover £100 per week, was £220 as pharmacy. Price including fixtures, fittings, £2,500 o.n.o. S.a.v. (£1,200 approximately). Great demand for pharmacy. Box C 1764.

ST. ANDREWS, FIFE

Old-established Pharmacy containing front shop and two separate back shops. House attached if required. Accounts available. Rateable value £84. Feuduty £5. Offers to and further particulars from Messrs. Weir & Macgregor, S.S.C., 15 Rutland Street, Edinburgh. Telephone: FOUntainbridge 3202. C 6991

APPOINTMENTS

CANADIAN RED CROSS MEMORIAL HOSPITAL, TAPLOW, nr. MAIDENHEAD

Dispensing Assistant

required. Whitley salary. Applications from persons wishing to work part-time only would be considered. Applications stating age, experience and two referees to Secretary. C 6992

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Locum Pharmacists

for relief duties during summer holiday period at four hospitals within the Group. Accommodation available if required. Apply to Chief Pharmacist, Bethnal Green Hospital, Cambridge Heath Road, London, E.2 (Telephone: ADVance 3413). C 767

CONNAUGHT HOSPITAL, ORFORD ROAD, WALTHAMSTOW, LONDON, E.17

Dispensing Assistant

required early July. Preferably with Apothecaries' Hall Certificate. Whitley Council Conditions and Service. Applications to Hospital Secretary. C 772

FULBOURN HOSPITAL, CAMBRIDGE

Chief Pharmacist

Applications are invited for the post of Chief Pharmacist Category II at this progressive psychiatric hospital of 870 beds.

Salary £1,190 rising by annual increments to £1,505 per annum.

Possibility of housing accommodation being made available by the local Rural District Council.

Applications giving age, experience, etc., with names of two referees to the Group Secretary. C 6970

KING GEORGE HOSPITAL, EASTERN AVENUE, ILFORD, ESSEX

Deputy Chief Pharmacist

category V, Whitley Council salary and conditions of service.

Apply to Group Secretary. C 6994

KING GEORGE HOSPITAL, EASTERN AVENUE, ILFORD, ESSEX

Locum Pharmacist

required from 1st June, 1966, onwards. Apply to Group Secretary. C 6993

MEMORIAL HOSPITAL, SHOOTERS HILL, LONDON, S.E.18

Locum Pharmacist

required for periods 16th—29th May, and during June/July and 22nd August—4th September to cover staff leave. Hospital experience desirable. Apply to Chief Pharmacist (Telephone: WOOlwich 8811). C 6967

MILE END HOSPITAL, BANCROFT ROAD, LONDON, E.1

Locum Dispensing Assistant

required for the period 23rd May to 11th June, 1966. Rate of pay for qualified applicant £12 17s. per week plus London Weighting. Unqualified £11 9s. per week plus London Weighting. Apply to the Chief Pharmacist. (Tel.: ADV. 4855, Ext. 258.) C 6979

HOPE HOSPITAL, SALFORD, 6

Locum Pharmacist

required immediately—£23 12s. 6d. p.w. Apply naming two referees to Hospital Secretary. (Ref. 3712.) C 6983

MILE END HOSPITAL, BANCROFT ROAD, LONDON, E.1

Locum Pharmacist

required for the period 16th May to 9th July 1966. Rate of pay £23 12s. 6d. per week plus £1 1s. London Weighting. Apply to the Chief Pharmacist. (Tel.: ADV. 4855, Ext. 258.) C 6980

MOORFIELDS EYE HOSPITAL

Dispensing Assistant

Applications are invited for the post of Dispensing Assistant. Interesting work in modern, well-equipped department. Duties finish at 4.30 p.m. Monday to Friday; Saturday 1 p.m. with alternate Saturday free. Whitley Council salary scale and conditions of service. Applications to Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 6962

MOORFIELDS EYE HOSPITAL

Senior Pharmacist

Applications are invited for the post of Senior Pharmacist to take charge of the Sterile Products Department in this Post-Graduate Teaching Hospital. Interesting appointment in modern, well-equipped department with opportunity to assist in formulation problems. Duties finish at 4.30 p.m. Monday to Friday; Saturday 1 p.m., with alternate Saturday free. Whitley Council salary and conditions of service. Applications to Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 6961

NORTH WIRRAL HOSPITAL MANAGEMENT COMMITTEE, VICTORIA CENTRAL HOSPITAL, SURGICAL UNIT, LISCARD ROAD, WALLASEY, CHESHIRE

Senior Pharmacist

Applications are invited for the above appointment at this hospital. Please send applications to the Hospital Secretary as soon as possible. C 6985

NORTH WIRRAL HOSPITAL MANAGEMENT COMMITTEE, VICTORIA CENTRAL HOSPITAL, SURGICAL UNIT, LISCARD ROAD, WALLASEY, CHESHIRE

Applications are invited for the appointment of a

Pharmacist
(full-time or part-time)
and a
Locum Pharmacist
(holiday relief for two weeks commencing 20th June, 1966)

at the above hospital. Applications to Hospital Secretary. C 6958

QUEEN CHARLOTTE'S MATERNITY HOSPITAL

Pharmacist

required for established post. Accommodation in a Nurses' Home may be available if required.

Applications to Chief Pharmacist, Queen Charlotte's Maternity Hospital, Goldhawk Road, W.6. C 6974

Appointments—Continued

QUEEN CHARLOTTE'S MATERNITY HOSPITAL
Dispensing Assistant
required. Accommodation in a nurses' home may be available if required. Applications to the Chief Pharmacist at the hospital, Goldhawk Road, W.6. C 6973

RONKSWOOD HOSPITAL, WORCESTER
Pharmacist
required for interesting and varied duties. Salary on scale £955 to £1,200 per annum according to previous professional experience. Applications stating age, details of training, posts held, names of referees, to the Hospital Secretary, from whom further information may be obtained. C 6952

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1
Locum Pharmacist
required at this Hospital. Salary £24 13s. 6d. per week. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 758

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1
Senior Pharmacist
required for the Out-Patient Department of the above Hospital. This is a congenial post for a person who enjoys dealing with patients and medical and nursing staff and who wishes to keep abreast of the latest developments in drug treatment. Salary on the scale: £1,040 + £40 to £1,160 + £45 to £1,295 plus London Weighting and Higher Qualification allowance. Evening Clinic weekly for which a payment of £2 8s. 9d. is made. Applications to the Chief Pharmacist. C 775

SANDHILL PARK HOSPITAL, BISHOPS LYDEARD, TAUNTON
Pharmacist (Part-time)
required. Two sessions per week at Sandhill Park Hospital; one session per week at other hospitals in the Group. Rate of pay, single handed, 63/3d. per session of four hours.
Further particulars from, and applications to, the Group Secretary. C 6986

ST. MARY'S HOSPITAL TEACHING GROUP, PRINCESS LOUISE KENSINGTON HOSPITAL FOR CHILDREN, ST. QUINTIN AVENUE, LONDON, W.10
Locum Pharmacist
Applications are invited from suitable qualified persons for the post of Locum Pharmacist at the above-mentioned Hospital for up to four weeks. Applications in writing to the undersigned, together with the names of two referees.
F. C. HARRIS,
Secretary.
C 6950

SOUTHEND-ON-SEA HOSPITAL MANAGEMENT COMMITTEE
Pharmacy Student
required in the Pharmacies of the Hospitals in the Southend-on-Sea Group. Salary £725 per annum for post-graduate students; £242 per annum for pre-graduate students. The Hospitals are situated in pleasant surroundings and the post offers excellent opportunities for experience in all branches of pharmaceutical work, including dispensing for in-patients and for patients from a busy Consultative Out-patients' Department, manufacturing, sterilising, dressings and instruments. Applications, stating age, particulars of education, etc., with the names of two referees, should be sent to the Secretary, General Hospital, Southend-on-Sea, as soon as possible. C 6976

ST. GEORGE'S HOSPITAL, TOOTING GROVE, LONDON, S.W.17
Senior Pharmacist
required for new and well-equipped Pharmacy in Undergraduate Teaching Hospital. Accommodation available for single person. Salary scale £1,095—£1,350 p.a. Apply to Secretary, St. George's Hospital, Tooting Grove, London, S.W.17. C 6975

THE ROYAL NATIONAL THROAT, NOSE & EAR HOSPITAL, GRAY'S INN ROAD, LONDON, W.C.1
Lady Dispenser (full-time)
Salary according to Whitley Conditions. Apply Chief Pharmacist, The Royal National Throat, Nose & Ear Hospital, Gray's Inn Road, London, W.C.1. TER. 8855. C 770

EDUCATIONAL

Proposed
UNIVERSITY OF BRADFORD
(Bradford Institute of Technology)
POST DOCTORAL FELLOWSHIPS AND POST-GRADUATE STUDENTSHIPS IN PHARMACEUTICAL CHEMISTRY
Applications are invited from Chemists and Biochemists for Post-Doctoral Fellowships and Post-graduate Studentships in the following fields—drug metabolism, the application of Proton magnetic resonance to organic chemistry. For Post-Doctoral Fellowships emoluments will be on the following scales:
Senior Research Fellow £1,920 to £2,630.
Research Fellow £1,470 to £1,920.
and for Post-graduate Studentships £500 per annum. Applications giving details of careers and citing two referees should be sent to the Registrar, Ref.: 133Y/RR, Bradford Institute of Technology, Bradford, by 20th May, 1966. C 6981

Proposed
UNIVERSITY OF BRADFORD
(Bradford Institute of Technology)
EXPERIMENTAL OFFICER IN PHARMACEUTICAL CHEMISTRY
Applications are invited for the post of Experimental Officer in Pharmaceutical Chemistry to work under the Professor of Pharmaceutical Chemistry.
Qualifications required for the post are H.N.C. or equivalent qualifications. Experience in gas chromatography, scintillation counting would be an advantage.
Salary range £790—£1,260.
Applications giving details of career should be sent to the Registrar, Bradford Institute of Technology, Bradford, by 20th May, 1966. C 6982

SITUATIONS VACANT

GENERAL

DISPENSER, part-time, afternoons 2.30-5.30, Saturday 10-12.30, required by partnership of doctors, light work, suitable for married or semi-retired person. Doctors Duncan & Ptrs., 59 Addiscombe Road, Croydon, Surrey. Tel.: CROydon 1213. C 1752

OPPORTUNITY for young experienced male pharmacist to assist managing director in progressive wholesale and retail chemists in Oldham. Full opportunity and good salary to keen ambitious man. View to early succession. Box C 1768.

RETAIL (HOME)

MANAGER REQUIRED for small branch in Hayes, Middlesex. Would suit Pharmacist seeking a permanent post. Age no bar. Comfortable self-contained flat and garden. No rota or Sunday duty. Salary and Commission. Apply stating usual details. Snowden, 99 Central Road, Wembley, Middlesex. C 1766

WHOLESALE

A New Post for a
TECHNICAL SALESMAN

Due to rapid expansion of the Jacobson Van Den Berg Organisation a new post has been created for a young ambitious salesman to sell chemical raw materials to industry. A chemical background and/or previous experience in this field is desirable, together with some knowledge of basic chemistry. Full training given at this progressive company.

Write Manager:

JACOBSON VAN DEN BERG & CO. (U.K.) LTD.,
Marketing House,
Richbell Place,
London, W.C..1
C 6972

REPRESENTATIVE REQUIRED by well-known importers of nationally advertised products, to visit department stores and retail chemists in the London area with sundries. Experience desirable, age 22-30, physically fit and energetic. Clean driving licence essential. Car provided. Fixed salary and commission. Excellent prospects. Write with full details to Box C 6988.

GEISTLICH
Swiss Pharmaceuticals
We are looking for medical representatives to work in Birmingham, Leeds, North-west London and South-west London. Applicants should be between 25 and 35, have a medical, pharmaceutical or nursing background, and must feel they have the necessary intelligence, enthusiasm and initiative to make a successful career, based on contact with the medical profession in hospitals. Generous car allowance and expenses, pension scheme, bonuses, etc.
Write only for application form in first instance to General and Sales Manager, Geistlich Sons Ltd., P.O. Box 37, Chester. C 6978

SUPPLIERS OF VETERINARY PRODUCTS require Chemist capable of organising and supervising large sales force selling direct to farmers. Good prospects of promotion to Sales Manager. Box C 1772.

TABLET MANAGER required to lead a substantial and steadily developing department. This is an interesting, progressive and well-remunerated position for an experienced tablet maker. Preferably a pharmacist. A pension and life assurance scheme is in operation. Please apply Works Director, Ayrton, Saunders & Co., Hanover Street, Liverpool. C 6995

VACANCIES FOR MEDICAL REPRESENTATIVES exist in the following areas:—London, Manchester, Bristol. Applicants should be aged between 25 and 40. Preference will be given to men with experience of this work. Prospects for promotion are excellent. A car is provided and a Contributory Pension and Life Assurance Scheme is in operation. Applicants should write to: Managing Director, Therapharm, Ltd., 86A Richmond Road, Kingston-upon-Thames, Surrey. C 1773

SITUATIONS WANTED

SALESMAN, with over 25 years' valuable connection amongst chemists, co-op societies, department stores and general wholesalers in the East Midlands, seeks suitable agencies. Box 1771.

SITUATIONS VACANT

WHOLESALE

Parke-Davis offer PHARMACISTS a progressive career

with attractive fringe benefits
in one of the world's largest International Pharmaceutical Houses.

Vacancies exist in our

PRODUCT DEVELOPMENT LABORATORY

and

MEDICAL SERVICE DEPARTMENT

There are also excellent opportunities for:

MEDICAL REPRESENTATIVES

We should like to tell YOU all about the advantages offered by the Company.
If you would like to tell US all about your experience to date, please apply for an interview by 'phone or letter in confidence to:

Personnel Manager
Parke-Davis & Company
Staines Road, Hounslow
Middlesex
Hounslow 2361

BETTER MEDICINES FOR A BETTER WORLD

C 771

CALMIC

PRODUCTION PHARMACIST

Due to continued expansion Calmic Limited, Crewe, Cheshire need an additional pharmacist to be directly responsible to the Works Manager for the control of a section of their pharmaceutical production. Excellent future prospect. Pleasant working conditions, pension and free life assurance scheme. Five day week. Application in writing please to—

The Personnel Manager,

CALMIC LIMITED, Crewe, Cheshire

C 6990

AGENTS

AGENTS REQUIRED in all areas to handle an additional line with big potential, non-competitive and with high profit margin. Suitable for chemists, stores, etc. Box C 1780.

FIRST-CLASS AGENTS required in Eire by nationally known U.K. progressive toiletry and hair care manufacturer. Must be well introduced to chemists, stores, etc. Apply with all details in confidence to "Sales Director," Box C 6971.

WANTED: Agents or firms to handle well-known American oral preparation, to be sold through the retail chemist trade. Please write to Peter Hill, Messrs. Hill Bros. (Hull), Ltd., 27 Park Street, Hull. C 6989

WELL CONNECTED AGENT, calling chemists, York/Durham, seeks extra, fast moving lines. Box C 1778.

WANTED

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8. C 140

SITUATIONS VACANT

WHOLESALE

MOORE MEDICINAL PRODUCTS LIMITED

now require a:—

PRODUCT DEVELOPMENT EXECUTIVE

Applicants, preferably with a pharmaceutical qualification, should be reasonably familiar with modern advances in medicine, and should preferably have experience in the technical and administrative aspects of product development and medical department routines.

No laboratory work is involved, but the ability to appraise and assess technical and clinical data is essential, and the successful applicant will be expected to play a leading part in developing/improving 'ethical' products to the marketing stage. Age preferred 25-40.

Generous commencing salary; Life Assurance/Pension Scheme and holiday commitments honoured—location is Aberdeen.

Apply in confidence (photograph, if possible) to

Marketing Director, Moore Medicinal Products Ltd., Waverley House, Aberdeen. C 6984

AGENTS

OVERSEAS

MANUFACTURERS

of

GALENICALS, NON-PROPRIETARY TABLETS
SURGICAL DRESSINGS AND INSTRUMENTS
who are desirous of participating in the Nigerian Market, are requested to contact immediately:
DIRECTOR OF NIGERIAN PHARMACEUTICAL COMPANY
arriving London for few days first week May.
Please state various lines available. BOX C 6969

BUSINESS OPPORTUNITIES

TEMPORARY SALESMEN FOR HIRE

We operate a special force of Salesmen with cars who can be hired to operate in any part of the U.K. for temporary periods. They are accustomed to calling on retailers, wholesalers and special outlets. If you wish to increase the distribution of your product, launch a new one, or temporarily augment your own sales force we can help you.

Get in touch with **Commando Sales Ltd.,**
100 Whitechapel Road, London, E.1. Telephone BIS 6525
C 6977

BUSINESS OPPORTUNITIES

A LIMITED COMPANY formed for £18 complete. Ready-made Companies £20. Express Company Registrations, Ltd. (Dept. 37), 70 Finsbury Pavement, E.C.2. NAT. 5434/5. C 755

LEADING MANUFACTURER introducing latest type of chemists' display shelving, showcases and complete dispensary fittings, seeks shops to act as show installations. Rocano Ltd., St. Paul Street, Bristol, 2. C 759

NO DEPOSIT. Leasing enables you to have equipment now and pay for it over 3 or 5 years out of the extra profits you make. Rocano Ltd. (Leasing Divn.), St. Paul Street, Bristol, 2. Tel.: 27628. C 6957

SOLE IMPORTER and distributor to the U.K. of famous Continental Toiletries seeks collaboration with established Houses (Regional or National) to extend existing distribution. Please reply to the Managing Director, Box C 1775.

TRADE MARKS

"JAKAJILL" Class 5. Pharmaceutical Preparations. Offers to Kiddimeds, 27 Jesmond Road, Hove, 3, Sussex. C 6966

FOR SALE

AVERY PERSONS' SCALES. New condition, £45, or near offer. Telephone: Ferndown (Dorset) 2752. C 1781

FOR YOUR REQUIREMENTS OF:— Tetracycline, Quinine Salts, Quinidine Salts, Isoniazid B.P., Ephedrine HCl., Chloramphenicol Salts, Thiamin HCl., Phenolphthalein, Strychnine Sulphate, Stilboestrol, Ascorbic Acid, kindly contact: Mesco Laboratories, Limited, 10 Holywell Lane, London, E.C.2. Cables: Ascendo—London, E.C.2. Telephone: SHOreditch 2185. C 773

MISCELLANEOUS

HEALTHCRAFT NATURAL VITAMINS. Brand leaders. Best trade terms. Direct or through your wholesaler. Details from Healthcrafts, The Manor House, Worcester Park, Surrey. DERwent 3877/89. C 722

RETAILERS! 53·8-75% profit on Sea-Odine Bath Salts. NOT a new product. Good selling and repeat line. Retail prices 8d. and 5/6d. Guaranteed profit of 60% on first order. S.O.R. terms. Samples, prices from Goodwill Seaweed Products, 12 Dean Road, Scarborough. Agency enquiries welcome. C 1777

ACCOMMODATION

AT BOLTON HOUSE, 29 Courtfield Road, London, S.W.7, bed, breakfast and bath 30s. per night. All rooms face gardens, C.H. and H. and C. One minute Gloucester Road Station and B.E.A. terminal. Quiet and comfortable. Tel.: FREmantle 1096. C 1761

WEYMOUTH. Flat to let, sleep 4 or 5. Fully furnished, all electric, cheap rates May, June and September. Quiet area away from town and near beach. Hardy, 7 Littlemoor Road, Weymouth. C 1776

Printed by THE HAYCOCK PRESS, LTD., 2 Exmoor Street, London, W.10,
and published by the Proprietors, MORGAN BROTHERS (PUBLISHERS), LIMITED, at 28 Essex Street, London, W.C.2 36/24/28S

You might be able to make extracts this way.....

but Ransoms don't

There may be many odd ways of making galenicals, but Ransoms prefer to keep to the methods that over a century's specialization has proved to yield the finest end product in terms of quality, reliability and performance. When you're next in the market for galenicals, follow the example of experienced buyers—just contact Ransoms before you order.

Ransoms is an entirely self-contained family business, unconnected with any other firm in the industry, and it supplies only manufacturers and wholesalers.

EXTRACTS · TINCTURES · ESSENTIAL OILS · RESINS · OLEO-RESINS · CHLOROPHYLL

Established 1846

WILLIAM RANSOM & SON LTD.

Manufacturing Chemists and Growers of Medicinal Plants for over a Century

Hitchin, Hertfordshire, England

Actual growers of Belladonna, Henbane, Peppermint, Foxglove, Lavender, etc.

C&D
CHEMIST AND DRUGGIST
APRIL 30 1966

You'll be very unpopular with the girls if you don't have Nair in stock (and soon).

Over the past 3 years Nair has become the big news in depilatories. It is the fastest-growing brand. Because it's the most attractive, with the prettiest packs and the most glamorous advertising.

This year we plan to start Nair moving earlier. Our TV advertising starts earlier (May in most areas) so stock up earlier. Girls will be cross if you don't have Nair.

For bigger profits: remember that the Lotion for Legs tube gives you more profit than the sachet (1/5½d. as opposed to 5½d.). It's also more economical for the customers, so tactfully trade-up. But to attract impulse buys, do have all Nair lines on display—the Cream for Arms as well as the Lotion for Legs. Ask for the small composite sell-out.

GM. BMY. NSN. GD. JSR.

C&D

CHEMIST AND DRUGGIST

MAY 7 1966

Natural drug extracts, tinctures, syrups, oils, emulsions etc. There are many sources of supply, none more dependable than StaffordAllenS. They have been *THE* people for natural pharmaceuticals since 1833. They maintain this position because they think in terms of supplying what you *need,* rather than giving you whatever is available. StaffordAllenS means standardised quality, purity, reliability of supply and delivery, and of course stringent quality control.

For full details write to:

STAFFORD ALLEN & SONS LIMITED

Wharf Road, London, N.1.

Telephone: CLErkenwell 1000

TAS/AL.801

Out of the blue

Meet the blue box of brilliance—'FERRANIA' Colour Film for Slides Dia 28. Tops for latitude ... definition ... colour balance ... and general presentation. A brilliant boost for this summer's photographic profits.

A great film! And it stars in a great publicity campaign! Half-page after half-page in two colours in the Daily Express (circ. 3,987,400)! Big spaces in other national newspapers too! Colour spreads in still and in cine photographic magazines! 30-sec. spots on the popular 'Radio Caroline'! Top quality ... lavish advertising!

All the ingredients of a sure-fire success for 'FERRANIA' Colour Slide. Get in on the act—stock 'FERRANIA'!

3M COMPANY The fastest growing name in photography

Minnesota Mining & Manufacturing Co. Ltd., 3M House, Wigmore Street, London, W.1. Telephone: HUNter 5522

3M and FERRANIA are trademarks of Minnesota Mining and Manufacturing Company

Gibbs

—the biggest name in toothpaste—
have achieved for **SR** *the most remarkable*
flavour breakthrough...

GRTL 7-7253 83

A

Do you know which plaster means most to you today?

BAND-AID* Washproof Plasters! Sales are surging ahead to first place in the plastics market.

(And don't forget: plastics hold 50% of the total plaster sales today.)

Like most people, you'll get more and more attached to BAND-AID Washproof Plasters. It pays!

* TRADE MARK

Years of research by Gibbs laboratories have resulted in an entirely new and improved toothpaste – New SR. It looks whiter, foams better, has a better consistency, greater cleaning power – and *a new refreshing tingle!*

TESTS SHOW: 2 out of 3 people prefer New **SR** with the *new refreshing tingle!*

GRTL 8-7250-BS

André Philippe

THE BEST SELLING LACQUER REFILL

PLEASE write for prepaid order form
ANDRÉ PHILIPPE LTD., 71-71B GOWAN AVENUE, FULHAM, LONDON SW6 TELEPHONE REN 2194/2397

THE PURE SOAP FOR TROUBLESOME SKINS

Simple Soap

Containing no perfume, no colouring no filling, and no antiseptics, prescribed by Dermatologists for troublesome and allergic skins.
THE ALBION SOAP CO. LTD.
Hampton · Middlesex TEL: MOLESEY 5082

* SIMPLE SOAP IS THE SOAP YOU CAN RECOMMEND WITH CONFIDENCE.
1/4d TABLET
from Your Wholesaler

TRADE MARK 'VERLOG' SURGICAL ELASTIC HOSIERY
Registered Brands: VERLOSHEER. VERLOFABRIK. VERLONET
All qualities approved under N.H.S.
BELTS, TRUSSES, SUSPENSORY BANDAGES, ETC.
THOS. GLOVER & SON, LTD., CARLTON, NOTTINGHAM
Tel.: 248227 (2 lines). 'Grams: Verlog, Nottingham

BURROUGH'S
ABSOLUTE ALCOHOL
JAMES BURROUGH LTD · VAUXHALL ST · LONDON S.E.11

INDEX TO ADVERTISERS

Albion Soap Co., Ltd. 4
Allen, Stafford, & Sons, Ltd. ..... Cover i
André Philippe, Ltd. 4
Antigen, Ltd. 48
Askit, Ltd. 38

B & P Laboratories, Ltd. 17
Bayer Products, Ltd. 24
Beecham Food & Drink Division ... Interleaved Edit., 31
Beecham Research Laboratories ... Interleaved Edit., 33
Beecham Toiletry Division 20, 21
Berdoe & Fish, Ltd. 40
Blythe, William, & Co., Ltd. 38
Burrough, James, Ltd. 4
Burroughs Wellcome & Co. ..... Price List Sup., page 1
Bush, W. J., & Co., Ltd. 41
Butler & Crispe, Ltd. 37

C. & D. Tablet Chart 40
Chesebrough-Ponds, Ltd. 35
CIBA Laboratories, Ltd. 12
Corre, A., & Son, Ltd. ..... Price List Sup., page 13
Counterpoint Equipment, Ltd. 42
Cox, A. H., & Co., Ltd. ..... Cover iv

Dixor, Ltd. 38
dott. Inverni & Della Beffa S.p.A. ..... Cover iii

Eylure, Ltd. 43

Freeman, William, & Co., Ltd. 6

Gibbs S.R. Tooth-paste 1, 3, 5, 7
Glover, Thomas, & Sons, Ltd. 4

Heron, John, Ltd. 40

Jergens, Andrew, Co. 23
Johnson & Johnson (G.B.), Ltd. 2

Kimberly-Clark Corp., Ltd. 39

Lederle Laboratories, Ltd. 36
Lewis Woolf Griptight, Ltd. 18, 19
Lombard Banking, Ltd. ..... Interleaved Edit., 25

Mason, Wm., & Sons, Ltd. 6
Merck Sharp & Dohme, Ltd. ..... Interleaved Edit., 26
Midland Bank Group 22
Minnesota Mining & Manfg. Co., Ltd. ..... Cover ii

National Cash Register Co., Ltd. 46, 47
New Era Laboratories, Ltd. 9
Newnes, George, Ltd. ... Interleaved Edit., 28, 29, & Inset

Parke, Davis & Co. ..... Interleaved Edit., 32
Philips Electrical, Ltd. 10, 11
Photo Laboratories (London), Ltd. 48
Polaroid (U.K.), Ltd. ..... Interleaved Edit., 30

Radiol Chemicals, Ltd. 8
Reckitt & Sons, Ltd. 45

Salesmaster Shopfittings, Ltd. 17
Sessions, William H., Ltd. 6
Silber, J. J., Ltd. 44
Smith & Hill (Chemists), Ltd. 40
Steiner, I. & M., Ltd. 6

Vitamins, Ltd. ..... Interleaved Edit., 27

Wright Layman & Umney, Ltd. 13, 14, 15, 16

Watch out for

New **SR** *with the*

new refreshing tingle

on TV night after night till the end of the year!

GRTL 9-7250-B6

THE WORLD'S BIGGEST NAME IN HOT WATER BOTTLES

Sell a good Hot Water Bottle - Sell a Suba-Seal

* Suba-Seal for Safety
* Pure rubber — no metal parts
* Stays warmer longer
* Cannot leak
* Original anchored stopper — cannot get lost
* No air locks — splutter free filling
* Full B.S.1970 Specification PLUS

SUBA·SEAL

TRADE MARK

GENUINE SUBA-SEAL
LOOK FOR THE NAME ON THE CAP

AVOID IMITATIONS

Stock up from the best selling range of hot water bottles ever made. Full Profit Margins. Extra 5% FORWARD ORDER BONUS for orders placed before 30 June for delivery by 31 December. Display stands to support you at the points of sale. Backed by massive consumer advertising.

WILLIAM FREEMAN & CO. LTD.
SUBA-SEAL WORKS, STAINCROSS
BARNSLEY · TEL. BARNSLEY 4081

LABELS
OF QUALITY

which help to sell. In any design, on paper or metal foils. Ask for samples; or send us details and get our quotation.

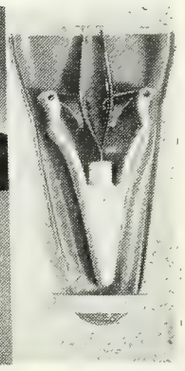
SESSIONS · Ebor Press · YORK

THE WORLD FAMOUS
AUTOMATIC TWEEZER

Patented action Tweezer that withdraws hairs as it grips them. Painlessly and surely removes even the smallest hair. Length 4". Individually ground oblique points and white plastic body. Supplied in plastic case] on single showcard.

Suggested Retail Price (incl. P.T.) 12/6

Write for wholesale price list on full range of toilet goods to sole distributors.



I. & M. STEINER LTD. **FULham 7691/2**
5, Charleville Road, London. W.14.

NORDIA moves your
SHOPFITTERS TO THE SUCCESSFUL

. . . faster, easier—more profitably—

It costs nothing to let Nordia tell you how we think your shop can be improved your turnover increased, and what capital outlay is necessary. The service by Nordia's shopfitting consultants — including a modernisation scheme prepared for your business specifically — is friendly and free. Make use of it right away by posting the coupon *NOW*.

I want to know more about the Nordia System of Selling

name.....

address.....

CD/4/66

.....

LEEDS: 25 Wellington St., Leeds. Tel: Leeds 35821
LONDON: 94 Baker Street, London W1. Tel: Welbeck 9296
EIRE: Nordia Shopfittings (Ireland) Ltd., 94b Lr. Drumcondra Rd., Dublin 9
Tel: 371129

Up to 35% profit with New SR! Ask your Gibbs SR representative or wholesaler for details. Also, ask for details of the unique promotion for New SR. It's the most exciting offer Gibbs have ever made to the public!

Now! Make sure you have sufficient stocks of New **SR** with the *new refreshing tingle!*

GRTL 10-7250-8

SUMMER RHEUMATISM *strikes suddenly!*

-IT PAYS TO DISPLAY RADIAN PRODUCTS

A summer boost in the year-round advertising in national and provincial papers, the sporting press, and big-circulation women's magazines means extra sales of Radian products now. Be ready to meet this summer demand —**and earn extra profit** with this 10 per cent. Display Discount offer.

10% DISPLAY DISCOUNT

For orders of 2 dozen upwards—any combination of Radian and Radiol products, which can also include Aspellin, earn an extra 10% display discount. And with your order you get a supply of highly effective display material to boost impulse and reminder sales. Choose from this comprehensive range:

RADIAN-B Aspirin Spirit Liniment
RADIAN-*a* Spirit Dressing
RADIAN MASSAGE CREAM
RADIAN BATH SALTS
RADIAN SOOTHING CREAM
RADIAN OVALS
RADIOL Veterinary Products
and **- ASPELLIN** (*EC* 10 *only*)

RADIOL CHEMICALS LIMITED

RADIAN HOUSE, 78 UPPER RICHMOND ROAD, LONDON, SW15 TEL.: VANDYKE 1642 & 2692
Scottish Agent: Donald Macaulay Ltd., 22 King Street, Trongate, Glasgow, C.1. Tel.: Glasgow Bell 1909
Northern Ireland Agent: Groves of Ireland, 54 Great Victoria Street, Belfast, 2. Tel.: Belfast 29333

Introducing

HYMOSA

the NEW Biochemic Skin Lotion

with 100% PROFIT on £6 outlay for NEW stockists

Over 300,000 women in the UK have tested new HYMOSA Lotion. Their reports indicate a big future for skin products formulated in accordance with Schuessler's principles of nutritional biochemistry.

This extensive field test has been conducted mainly by direct mail backed by national advertising.

We are now inviting a limited number of pharmacists to participate in the next phase of our marketing campaign of channelling sales through selected stockists. HYMOSA Lotion is already a tried and proven beauty product with a steady and growing volume of repeat sales. Regular users say that HYMOSA makes their skins "younger-looking".

Here are the attractive introductory terms offered to new stockists:

		£	s	d
YOU BUY	1 doz. HYMOSA Lotion 15/9 size (charged as 11 incl. P.T.)	6	3	9
	2 doz HYMOSA Lotion 2/6d Trial "Handbag" size	FREE		
	OUTLAY	6	3	9
YOU SELL	1 doz HYMOSA Lotion @ 15/9	9	9	0
	2 doz HYMOSA Lotion @ 2/6	3	0	0
	SALES	12	9	0
	YOUR PROFIT (100% on outlay)	**£6**	**5**	**3**

SALES-AIDS

You receive the attractive counter stand (illustrated) complete with handout leaflets. Each Trial "Handbag" size has a 2/6 voucher attached which can be used by customers in part payment of the large 15/9d size. We credit you in full with the value of each voucher you exchange.

PUBLICITY

As stockists are appointed local advertising will pick up the proven theme ("Do you really want a Perfect Skin?") directing new and existing customers to their nearest stockist. National advertising will start again as soon as distribution is achieved.

TERMS Goods dispatched, post free, on receipt of order. Additional 5% discount for 7 day settlement.

FILL IN AND POST THIS ORDER FORM NOW!

To: NEW ERA LABORATORIES LTD, 87 Saffron Hill, London, EC1

☐ I wish to be appointed a HYMOSA stockist and request you to send me the goods and display aids in accordance with your Special Introductory Offer.

☐ Ask your Representative to call.

NAME .....

ADDRESS .....

.....

Now on parade...
PHILISHAVE

for super shaves and super sales–

THE NEW PHILISHAVE ESCORT

WITH MICROGROOVE SHAVING HEADS

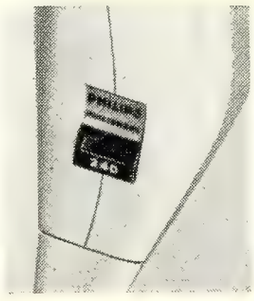
DESIGN The 'Philishave' Escort represents a brilliant combination of striking appearance and superb 'fit-the-hand' comfort.

This handsome new addition to the great 'Philishave' range is the shaver with a built-in success story! For the Escort, in gleaming oyster-white, is the only shaver with Rotary Action and *microgroove* Shaving Heads at such a low, low price. More than that, it has a powerful, newly-designed motor for maximum space-saving efficiency. Here's elegance, economy, and immaculate 'on parade' shaving performance – and all for only 6½ gns!

AC/DC 110 - 130 and 220 - 240v.

EASY CLEANING The flip-top springs open at the touch of a push-button. Just press the button, blow—and the Escort is clear of bristles.

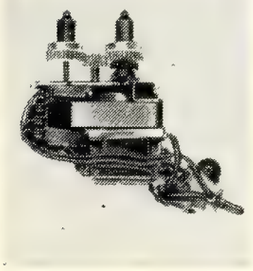
A WORLD TRAVELLER The new-type voltage selector provides instant voltage change for mains shaving anywhere in the world.



. . . IN STYLE The 'Philishave' Escort fits neatly into its sleek zipped travelling case, ready to go travelling at a moment's notice.

TERRIFIC VALUE The great new 'Philishave' Escort offers the winning combination of extreme efficiency and exceptional value at only 6½ gns.

6½ GNS



POWER A newly-designed motor provides smooth shaving power, with the minimum of noise and vibration, in a super-compact form.

PHILIPS

PHILIPS PHILISHAVE

more than ever the world's greatest shaver range

(PS132A)

Entero-Vioform on T.V.

This year Entero-Vioform makes its TV debut. And in a BIG way. This year Entero-Vioform sales will reach an all-time record. Keep yourself in the picture!

From May, right through June, July and August and into September, powerful 30-second commercials, week in, week out, weekdays and Sundays, are going to sell Entero-Vioform as it has never been sold before. And high-impact advertising in the giant circulation magazines Woman, Reader's Digest and Radio Times will add fire to the selling impetus.

Make sure you get the full benefit of this BIG-selling advertising with the sparkling point-of-sale material . . . display cards . . . outers . . . and crowners available.

Ensure adequate stocks. Special BONUS terms.

Entero-Vioform for Holiday Tummy

E/1

THE BEST SOAP FOR ALL THE FAMILY

NEW

Wright's

Giant Bath Size

IN ADDITION TO THE
POPULAR TOILET AND BATH SIZES

GREATEST-EVER ADVERTISING CAMPAIGN

Details on following pages...

Wright's

COAL TAR SOAP

Advertisements every week in the National Sunday newspapers with the largest readership

News of the World
READERSHIP 16,528,000

The People
READERSHIP 15,767,000

Sunday Mirror
READERSHIP 13,439,000

Sunday Express
READERSHIP 10,484,000

APRIL 3	APRIL 10	APRIL 17	APRIL 24	MAY 1
6"x2 Columns NEWS OF THE WORLD	4" Single Column NEWS OF THE WORLD	4" Single Column NEWS OF THE WORLD	6"x2 Columns THE PEOPLE	4" Single Column NEWS OF THE WORLD
3⅜" Single Column SUNDAY MIRROR	4" Single Column THE PEOPLE	4" Single Column THE PEOPLE	3⅜" Single Column SUNDAY MIRROR	4" Single Column THE PEOPLE
4" Single Column SUNDAY EXPRESS	5 1/16"x2 Columns SUNDAY MIRROR	4" Single Column SUNDAY EXPRESS	4" Single Column SUNDAY EXPRESS	6"x2 Columns SUNDAY EXPRESS

MAY 8	MAY 15	MAY 22	MAY 29	JUNE 5
4" Single Column NEWS OF THE WORLD	6"x2 Columns NEWS OF THE WORLD	4" Single Column THE PEOPLE	4" Single Column NEWS OF THE WORLD	4" Single Column NEWS OF THE WORLD
5 1/16"x2 Columns SUNDAY MIRROR	4" Single Column THE PEOPLE	3⅜" Single Column SUNDAY MIRROR	6"x2 Columns THE PEOPLE	4" Single Column THE PEOPLE
4" Single Column SUNDAY EXPRESS	3⅜" Single Column SUNDAY MIRROR	6"x2 Columns SUNDAY EXPRESS	4" Single Column SUNDAY EXPRESS	3⅜" Single Column SUNDAY MIRROR
				6"x2 Columns SUNDAY EXPRESS

JUNE 12	JUNE 19	JUNE 26	JULY 3	JULY 10
6"x2 Columns NEWS OF THE WORLD	4" Single Column NEWS OF THE WORLD	4" Single Column THE PEOPLE	6"x2 Columns NEWS OF THE WORLD	4" Single Column NEWS OF THE WORLD
4" Single Column THE PEOPLE	5 1/16"x2 Columns SUNDAY MIRROR	6"x2 Columns SUNDAY EXPRESS	4" Single Column THE PEOPLE	6"x2 Columns THE PEOPLE
3⅜" Single Column SUNDAY MIRROR	4" Single Column SUNDAY EXPRESS		3⅜" Single Column SUNDAY MIRROR	4" Single Column SUNDAY EXPRESS

JULY 17	JULY 24	JULY 31	AUGUST 7	AUGUST 14
4" Single Column NEWS OF THE WORLD	4" Single Column THE PEOPLE	4" Single Column NEWS OF THE WORLD	4" Single Column NEWS OF THE WORLD	6"x2 Columns NEWS OF THE WORLD
3⅜" Single Column SUNDAY MIRROR	5 1/16"x2 Columns SUNDAY MIRROR	6"x2 Columns THE PEOPLE	4" Single Column THE PEOPLE	3⅜" Single Column SUNDAY MIRROR
6"x2 Columns SUNDAY EXPRESS	4" Single Column SUNDAY EXPRESS	3⅜" Single Column SUNDAY MIRROR	6"x2 Columns SUNDAY EXPRESS	4" Single Column SUNDAY EXPRESS

AUGUST 21	AUGUST 28	SEPTEMBER 4	SEPTEMBER 11	SEPTEMBER 18
6"x2 Columns THE PEOPLE	4" Single Column NEWS OF THE WORLD	6"x2 Columns NEWS OF THE WORLD	4" Single Column NEWS OF THE WORLD	4" Single Column THE PEOPLE
3⅜" Single Column SUNDAY MIRROR	4" Single Column THE PEOPLE	4" Single Column THE PEOPLE	6"x2 Columns THE PEOPLE	5 1/16"x2 Columns SUNDAY MIRROR
	5 1/16"x2 Columns SUNDAY MIRROR	3⅜" Single Column SUNDAY MIRROR	4" Single Column SUNDAY EXPRESS	4" Single Column SUNDAY EXPRESS
	4" Single Column SUNDAY EXPRESS			

plu

advertiseme

in the lead

Scottish

Sunday

newspape

GLASGOW
SUNDAY PO
(Readership 4,139,

6" D.C.	JUNE 1
4" S.C.	JUNE 2
4" S.C.	JULY 1
6" D.C.	JULY 2
4" S.C.	AUGUS
6" D.C.	AUGUS
4" S.C.	SEPT. 4
4" S.C.	SEPT. 1

GLASGOW
SUNDAY MA
(Readership 2,256,0

6" D.C.	JUNE 5
4" S.C.	JUNE 14
4" S.C.	JULY 3
6" D.C.	JULY 17
4" S.C.	JULY 31
6" D.C.	AUGUST
4" S.C.	AUGUST
4" S.C.	SEPT. 11
4" S.C.	SEPT. 25

plus 214 Television advertisements

USING EVERY I.T.V. STATION IN GREAT BRITAIN

LONDON

dnesday	April 13	6.30–7.00
nday	April 18	about 5.45
rsday	April 28	6.30–7.00
urday	May 7	about 3.30
rsday	May 12	about 5.45
urday	May 21	about 3.30
ay	June 3	6.00–6.30
urday	June 11	about 3.30
sday	June 14	6.30–7.00
urday	June 25	about 3.30
nday	July 4	about 5.45
urday	July 16	about 3.30
urday	July 30	about 3.30
sday	August 9	6.30–7.00
urday	August 20	about 3.30
rsday	August 25	about 5.45
urday	September 10	about 3.30
rsday	September 22	6.30–7.00

MIDLANDS

rsday	April 14	about 6.15
sday	April 19	5.45–6.30
urday	April 30	5.00–5.45
lay	May 6	about 6.15
urday	May 14	5.00–5.45
rsday	May 19	6.30–7.00
urday	May 28	5.00–5.45
rsday	June 16	about 5.40
urday	June 18	5.00–5.45
nday	June 27	about 5.40
lay	July 8	about 5.40
urday	July 16	5.00–5.45
sday	July 19	about 5.40
urday	July 30	5.00–5.45
nday	August 8	about 5.40
urday	August 20	5.00–5.45
sday	August 30	about 5.40
urday	September 3	5.00–5.45
rsday	September 15	about 5.40
nday	September 26	about 5.40

LANCASHIRE

esday	April 12	about 6.50
rsday	April 21	5.30–6.00
urday	April 30	about 5.15
rsday	May 5	6.00–6.30
urday	May 14	about 5.13
esday	May 17	5.30–6.00
urday	May 28	about 5.13
dnesday	June 8	5.30–6.00
urday	June 18	about 5.30
rsday	June 30	5.30–6.00
rsday	July 7	5.45–6.25
urday	July 16	about 5.13
rsday	July 21	5.30–6.00
urday	July 30	about 5.30
rsday	August 11	5.45–6.25
urday	August 20	about 5.30
esday	August 30	5.30–6.00
urday	September 3	about 5.13
dnesday	September 14	5.30–6.00
rsday	September 22	5.45–6.25

YORKSHIRE

Tuesday	April 12	about 6.50
Thursday	April 21	5.30–6.00
Saturday	April 30	about 5.15
Thursday	May 5	6.00–6.30
Saturday	May 14	about 5.13
Tuesday	May 17	5.30–6.00
Saturday	May 28	about 5.13
Wednesday	June 8	5.30–6.00
Saturday	June 18	about 5.30
Thursday	June 30	5.30–6.00
Thursday	July 7	5.45–6.25
Saturday	July 16	about 5.13
Thursday	July 21	5.30–6.00
Saturday	July 30	about 5.30
Thursday	August 11	5.45–6.25
Saturday	August 20	about 5.30
Tuesday	August 30	5.30–6.00
Saturday	September 3	about 5.13
Wednesday	September 14	5.30–6.00
Thursday	September 22	5.45–6.25

WALES & WEST OF ENGLAND

Monday	April 18	about 7.59
Thursday	April 21	about 10.02
Tuesday	April 26	about 9.05
Friday	April 29	about 8.52
Sunday	May 1	about 10.02
Thursday	May 5	about 10.02
Tuesday	May 10	about 9.05
Friday	May 13	about 8.52
Monday	May 16	about 9.07
Thursday	May 19	about 10.02
Tuesday	May 24	about 9.05
Friday	May 27	about 7.27
Thursday	June 2	about 9.07
Sunday	June 5	about 10.02
Tuesday	June 7	about 9.05
Friday	June 10	about 8.35
Monday	June 13	about 7.59
Thursday	June 16	about 9.50
Tuesday	June 21	about 9.05
Friday	June 24	about 8.35
Monday	July 4	about 5.54
Thursday	July 14	about 5.54
Monday	July 25	about 5.54
Monday	August 4	about 5.54
Thursday	August 11	about 5.54
Monday	August 22	about 5.54
Thursday	September 8	about 5.54
Thursday	September 22	about 5.54

TYNE TEES

Monday	July 4	about 6.43
Friday	July 15	about 5.40
Thursday	July 27	about 5.46
Monday	August 8	about 5.46
Friday	August 19	about 6.43
Thursday	August 25	about 5.46
Monday	September 5	about 5.46
Friday	September 16	about 6.43
Thursday	September 22	about 5.46

SOUTHERN

Thursday	April 14	about 6.27
Tuesday	April 19	about 5.40
Tuesday	April 26	about 5.40
Monday	May 9	about 6.22
Tuesday	May 17	about 5.40
Saturday	May 21	about 4.30
Thursday	May 26	5.00–5.45
Saturday	June 4	about 4.30
Friday	June 10	about 6.27
Monday	June 20	about 5.40
Thursday	June 30	about 5.40
Monday	July 4	about 6.22
Saturday	July 16	about 4.30
Thursday	July 28	about 5.40
Monday	August 8	about 5.40
Thursday	August 18	about 5.40
Thursday	August 25	about 5.40
Monday	September 5	about 5.40
Thursday	September 15	about 5.40
Thursday	September 22	about 5.40

ANGLIA

Wednesday	April 13	6.00–6.55
Thursday	April 21	5.45–6.00
Wednesday	April 27	5.45–6.00
Tuesday	May 10	6.00–6.55
Wednesday	May 18	about 5.40
Thursday	May 26	about 5.40
Wednesday	June 1	6.00–6.55
Thursday	June 9	about 5.40
Tuesday	June 21	about 5.40
Thursday	June 30	about 5.40
Tuesday	July 5	6.00–6.55
Thursday	July 14	about 5.40
Wednesday	July 20	about 5.40
Thursday	July 28	about 5.40
Wednesday	August 3	about 5.40
Thursday	August 11	5.45–6.00
Tuesday	August 23	about 5.40
Thursday	September 1	about 5.40
Wednesday	September 7	about 5.40
Thursday	September 22	about 5.40

SCOTTISH BORDER

Thursday	April 14	about 6.40
Wednesday	April 20	about 5.40
Thursday	April 28	about 5.40
Tuesday	May 3	about 6.40
Wednesday	May 11	about 5.40
Thursday	May 19	about 5.40
Thursday	May 26	about 5.40
Wednesday	June 1	about 6.34
Thursday	June 9	about 5.40
Tuesday	June 21	about 5.40
Wednesday	June 28	about 5.40
Thursday	July 7	about 6.40
Tuesday	July 19	about 5.40
Thursday	July 28	about 5.40
Wednesday	August 3	about 6 34
Tuesday	August 16	about 5.40
Thursday	August 25	about 5 40
Tuesday	September 6	about 6.40
Wednesday	September 14	about 5.40
Thursday	September 22	about 5.40

CORNWALL & DEVON

Thursday	April 14	about 6.57
Tuesday	April 19	about 5.30
Thursday	April 28	about 5.23
Tuesday	May 3	about 6.57
Wednesday	May 11	about 5.38
Thursday	May 19	about 5.23
Thursday	May 26	about 5.52
Friday	June 10	about 6.48
Wednesday	June 15	about 5.38
Thursday	June 23	about 5.38
Wednesday	June 29	about 6.57
Thursday	July 7	about 6.57
Wednesday	July 13	about 5.38
Tuesday	July 19	about 5.38
Thursday	July 28	about 6.57
Thursday	August 4	about 6.48
Tuesday	August 16	about 5.38
Thursday	August 25	about 5.38
Tuesday	September 6	about 5.52
Wednesday	September 14	about 5.38
Thursday	September 22	about 5.38

CENTRAL SCOTLAND

Thursday	April 14	5.30–6.00
Saturday	April 23	4.00–5.30
Saturday	April 30	4.00–5.30
Thursday	May 5	5.30–6.00
Saturday	May 14	4.00–5.30
Saturday	May 21	4.00–5.30
Thursday	June 2	5.30–6.00
Saturday	June 11	4.00–5.30
Saturday	June 25	4.00–5.30

GRAMPIAN

Thursday	April 14	about 6.30
Thursday	April 21	about 5.45
Thursday	April 28	about 5.45
Thursday	May 12	about 5.45
Thursday	May 19	about 5.45
Thursday	May 26	about 6.30
Thursday	June 9	about 5.45
Thursday	June 16	about 5.45
Thursday	June 23	about 5.45

plus posters on London Underground trains, lifts, escalators and platforms, as well as selected poster sites on London mainline railway stations

Wright's

COAL TAR SHAMPOO

WILL BE PROMOTED

FROM APRIL TO SEPTEMBER BY

advertisements in the News of the World The People Sunday Mirror and Sunday Express

6″ x 2 Columns **THE PEOPLE** April 3	6″ x 2 Columns **SUNDAY EXPRESS** April 10	3⅜″ Single Column **SUNDAY MIRROR** April 17
6″ x 2 Columns **NEWS OF THE WORLD** April 24	3⅜″ Single Column **SUNDAY MIRROR** May 1	4″ Single Column **THE PEOPLE** May 8
4″ Single Column **SUNDAY EXPRESS** May 15	4″ Single Column **NEWS OF THE WORLD** May 22	5 1/16″ x 2 Columns **SUNDAY MIRROR** May 29
4″ Single Column **SUNDAY EXPRESS** June 12	6″ x 2 Columns **THE PEOPLE** June 19	4″ Single Column **NEWS OF THE WORLD** June 26
3⅜″ Single Column **SUNDAY MIRROR** June 26	4″ Single Column **SUNDAY EXPRESS** July 3	3⅜″ Single Column **SUNDAY MIRROR** July 10
4″ Single Column **THE PEOPLE** July 17	6″ x 2 Columns **NEWS OF THE WORLD** July 24	4″ Single Column **SUNDAY EXPRESS** July 31
5 1/16″ x 2 Columns **SUNDAY MIRROR** August 7	4″ Single Column **THE PEOPLE** August 14	4″ Single Column **NEWS OF THE WORLD** August 21
4″ Single Column **SUNDAY EXPRESS** August 21	6″ x 2 Columns **SUNDAY EXPRESS** September 4	3⅜″ Single Column **SUNDAY MIRROR** September 11
4″ Single Column **NEWS OF THE WORLD** September 18	4″ Single Column **THE PEOPLE** September 25	

During this greatest ever advertising campaign

EVERY ISSUE OF THE FOUR BIG NATIONAL SUNDAY NEWSPAPERS

will have an advertisement for **Wright's**

CAPSULES

OWN FORMULA CAPSULES—

- ★ Produced to your Specifications
- ★ Standard Pharmacopoeia capsules, ex stock
- ★ Packing under your own brand and label
- ★ Export enquires welcome

ADD ELEGANCE AND SALES APPEAL TO YOUR PRODUCT — PUT IT IN CAPSULE FORM!

ENCAPSULATION SERVICE—

- ★ OILS and SUSPENSIONS in soft Seamless Gelatine Capsules
- ★ DRY POWDERS in Hard Shell Two Piece capsules
- ★ Short and Long runs undertaken

B. & P. LABORATORIES LTD.

THE CAPSULE SPECIALISTS

9 PACKINGTON ROAD, ACTON, LONDON W.3

Telephone: ACOrn 6771/2

VISIT OUR SHOWROOMS at REGENT HOUSE

INDUSTRIA AD PERFECTIONEM

Salesmaster

SHOPFITTINGS LTD

REGENT HOUSE,
DOCK ROAD, BIRKENHEAD, CHESHIRE.
BIR. 8794

Please Send Details of
FREE PLANNING & ADVISORY SERVICE

Name

Address

C&D 5/66

FREFLO

gives baby a comfortable feed..

Lead the sales swing to wide-necked bottles with FREFLO. It's the fastest growing trend here in Britain and the favourite feeding method in every other advanced country in the world.

During the past three years, the sales of FREFLO bottles and teats have shown a greater increase than that of any other feeding bottle line on the British market.

ALL THE LEADING BRITISH MOTHER AND BABY CARE MAGAZINES are featuring FREFLO feeding prominently —and so are THE NURSING PRESS. Mothers are hearing about FREFLO feeding—make sure you stock the full range.

You'll gain new customers time after time.

FREFLO is safer and better for babies—more hygienic, better feeding characteristics.
FREFLO is safer and easier for mothers; easier to fit, easier to fill, easier to clean.
FREFLO teats are made of the world's finest transparent latex for soft, natural feel and controlled flow-rate.

LEWIS WOOLF GRIPTIGHT LIMITED

...gives you a comfortable profit!

FREFLO bottles complete with teat, cap and disc:

In high density boilable polythene: 4oz. 2/4d.
8oz. 2/8d.

In Heat Resisting Glass: 3/6d.

In the New Transparent Boilable Plastic (Polycarbonate) 3/9d.

Freflo replacement teats, (in Small, Standard, or Large flow-rates) 10d.

Increased production commenced at the end of March enabling us to catch up with the world's fastest growing trend in this field.

Order the full *FREFLO* range from your wholesaler now!

An attractive leaflet entitled, "Freflo Feeding", together with full details and prices of all Griptight and Freflo products is immediately available either from your Wholesaler or direct from:

LEWIS WOOLF GRIPTIGHT LIMITED,
144 Oakfield Road, Selly Oak,
Birmingham 29.

World's largest manufacturers of transparent latex teats

GOALS MEAN PRIZES

WORLD CUP WILLIE
Football Association
1966

BRYLCREEM

You could share £15000 of prizes SEE FOR

The names of 2 International footballers on EVERY Tub.

BRYLCREEM WORLD CUP COMPETITION

Colston Dishwasher ☐
Ferguson Portable 16″ TV ☐
7 day Ski Holiday for Two ☐

PUZZLE How many triangles in this design?

ANSWER ☐

HOW TO PLAY

1. Printed on the back of this label are the names of 2 international football stars.
2. You can win a prize provided that your solution to the puzzle is correct and BOTH players are officially credited with scoring a goal in the World Cup Final Series matches in England from 11th July to 30th July 1966.
3. Place a tick against the prize you would like and send your label complete with the solution to the puzzle to:
BRYLCREEM WORLD CUP
5, CONDUIT STREET, LONDON, W.1.

RULES

1. No responsibility accepted for entries lost delayed or damaged.
2. Only one prize per label. Scoring of more than one goal by each player does not entitle entrants to more than one prize.
3. Should any dispute arise in connection with this game the decision of Beecham Toiletry Division shall be final and binding. No correspondence can be entered into.
4. Closing date: 6th August 1966 or when prizes worth £15,000 have been won, whichever is the sooner.

© Bradfute and Assoc. Ltd 1966 L.331

℗156

IN THE BRYLCREEM WORLD CUP GAME!

HUGE SUCCESS

THE MOST EXCITING PROMOTION EVER

SPECIAL PACK STOCKS SELLING VERY FAST!

ARE YOU SCORING?

£15,000 in prizes

Heavy T.V. Advertising on all Networks

Concentrate on BEECHAM brands

BEECHAM TOILETRY DIVISION,
BEECHAM HOUSE, BRENTFORD, MIDDLESEX.

156R

D

You may not know them

—but if they show you a

Midland Bank Group £30 Cheque Card

you know that their cheques are as good as cash

For the first time, a Group of banks can ensure immediate and complete acceptance of their customers' cheques throughout the British Isles. These banks are the banks in the Midland Bank Group. When someone asks you to take a crossed cheque up to £30 for goods or services, and shows you this card with it, *you can accept the cheque as cash.*

Costs you NOTHING, saves you worry

You pay no fees, no discount; you have no extra paperwork or special equipment. It's a scheme that costs you *nothing.*

HOW IT BENEFITS YOU

No danger of 'dud' cheques. When even a stranger offers a cheque in payment, and shows you a Midland Bank Group £30 Cheque Card, you can accept the cheque in perfect safety—even though you may not normally accept cheques. The cheque, in fact, is as good as cash.

It could lead to more sales . . . holders of Midland Bank Group £30 Cheque Cards will no longer feel that only the suppliers they know (and who know *them*) will accept their cheques without question. So *you* will also benefit from travellers and passing 'casual' trade.

. . . and bigger sales. Instead of spending shillings with you (all the cash they have on them, or can spare at that moment), your customers who bank with the Midland Bank Group may now spend pounds, knowing you'll accept their cheques with pleasure.

The launch of this Midland Bank Group £30 Cheque Card is backed by widespread publicity. Hundreds of thousands of people (*your* customers among them) will soon be card holders.

**** It's in your interest to recognise the Card—and accept it.***

DO YOU OWN A BUSINESS, OR MANAGE ONE?

If so, cut out this advertisement, and show it to your staff. They, after all, may be the first in your business to be shown a Midland Bank Group £30 Cheque Card. Explain how customers offering cheques with this Card are as financially safe as the Bank on which the cheques are drawn.

What to do when shown a MIDLAND BANK GROUP £30 CHEQUE CARD

1. See that cheque offered is crossed, and is signed in front of you—and that the signature matches the one on the Midland Bank Group £30 Cheque Card.
2. See that the Code Number on the cheque corresponds with the Code Number on the £30 Cheque Card.
3. Write the holder's personal Card Number on the back of the cheque.
4. Check that expiry date on Cheque Card has not been passed.

We have produced 'stickers' for cash registers and leaflets setting out these points. Ask at your nearest branch of one of the banks in the Midland Bank Group.

Midland Bank Group

MIDLAND BANK · CLYDESDALE BANK
BELFAST BANKING COMPANY · NORTHERN BANK

Great Sales Assistants Jergens Competition Winners!

1st Prize

WEEKEND for two in PARIS was won by Mrs. N. Marshall of Braintree, Essex.

100 *consolation prizes were won by:*

Miss B. Allen, 11 Broom Terrace, Leeds 10.
Miss J. Allen, Bexhill-on-Sea.
Mrs. D. Alexander, Cirencester.
Miss D. Bagnall, Brighton 7.
Miss M. Barrow, 60 Dudley Road, Manchester 16.
Mrs. E. Bartlett, Watford.
Mrs. W. Bauie, Newburgh, Fife.
Miss M. Baxter, Long Eaton.
Miss K. Bigham, Tintern.
Miss D. Black, Airdrie.
Miss P. Blunt, Hove 2.
Miss J. C. Bolam, Yeovil.
Miss J. Bousie, Penarth.
Miss W. Boxall, Swansea.
Miss P. Carling, Barrow-in-Furness.
Miss M. Charleton, Rathbury.
Miss S. Colbeck, Harrogate.
Miss L. Cooper, Scarborough.
Miss P. Cowan, Doncaster.
Miss S. Crankshaw, St. Annes-on-Sea.
Miss K. Crawford, 18 Manor Road, Lake, I.o.W.
Mrs. A. Curran, Fife.
Miss C. David, Cefn Cribbwr, Bridgend.
Miss V. Davie, Aylesbury.
Miss E. C. Davies, Prestatyn.
Mrs. M. L. Day, Maghull.
Miss B. Deamer, Harlow.
Mrs. J. Enticott, Yeovil.
Mrs. J. A. Evans, Bognor Regis.
Miss S. Farmer, St. Albans.
Miss K. Farr, Belfast 6.
Miss T. Farrell, 162 Terry Road, Coventry.
Mrs. F. M. Fawthrop, Halifax.
Miss B. Furner, Dover.
Mrs. E. Fenwick, 12 Shannon Street, Glasgow, N.W.
Miss A. Gaulinski, Bradley.
Miss G. Gillard, Barnstaple.
Miss S. Gillett, Lichfield.
Miss F. L. Hanks, Birkenhead.
Miss G. Harris, Ammanfordcarms, S. Wales.
Miss E. Hedley, Crook.
Mrs. D. Hollingsbee, Chartham.
Miss L. Isaacs, Weymouth.
Miss L. Jackson, Cleethorpes.
Miss C. James, Smallfield.
Mrs. I. Jamieson, Greasby, The Wirral.
Miss D. Jarvis, 4 Wiverton Road, London S.E.26.
Miss D. Jeckell, North Walsham.
Miss S. Joule, 34 Greens End Road, Meltham, Huddersfield.
Miss M. Koster, Causewayhead, Stirling.
Miss D. Lippiatt, Puckle Church, Bristol.
Miss P. Lovelock, Marlborough.
Miss C. MacMaster, Grays.
Miss C. Manton, Walsall.
Mrs. B. Marsden, Romford.
Miss S. Martin, Banbury.
Miss B. Mason, John Fisher Street, London E.1.
Miss M. McGregor, Airdrie.
Miss G. Monks, 21a Neith Grove, London W.12.
Mrs. C. Moulds, 16 Eastwood Road, Sheffield 11.
Miss P. Mutimer, Hook.
Miss M. O'Rourke, Dartford.
Miss J. Parfitt, 63 Lower Eastern Green Lane, Coventry.
Miss C. Pearce, Ryde.
Miss S. Parfitt, 63 Lower Eastern Green Lane, Coventry.
Miss G. Phillips, Lymington.
Miss S. Pinder, Wheatley.
Mrs. A. Place, Blackpool.
Miss W. Pratt, Newburgh.
Mrs. J. W. Pryor, Driffield.
Mrs. J. Richardson, Poole.
Miss Y. Riley, Thurmaston.
Miss J. Roach, Bodmin.
Miss Roberts, Connams Quay, Nr. Chester.
Miss J. Rogers, Long Hanborough.
Miss G. Rose, Frome.
Mrs. I. A. Russell, Romford.
Miss C. Schofield, 29 Shelterwood Rise, Sheffield 13.
Miss D. Semple, Earlston.
Miss J. Smith, Brighton.
Miss M. Somerset, Chapel-en-le-Frith.
Mrs. E. Spears, West Drayton.
Miss S. Stewart, St. Athan.
Mrs. I. M. Sutton, Canterbury.
Miss J. Taylor, West Kirby.
Miss J. Theobald, Windsor.
Mrs. E. Thomas, Chalfont St. Peter.
Miss M. Thomas, Poole.
Miss M. Thomas, Port Talbot.
Miss L. Thornton, Grays.
Miss E. Trotter, Aylesbury.
Miss W. Ward, Urmston.
Miss S. Way, Poole.
Miss E. Whateley, Redcar.
Miss M. Wilkinson, Middleton, Manchester.
Miss J. Williams, Bl. Ffestiniog.
Mrs. N. Williams, Brighton.
Miss A. Young, 26 Capern Grove, Birmingham 32.

C&D

CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 May 7, 1966 No. 4499

CONTENTS

Chemical and Dyestuff Traders 452
Drug Industry in National Economy ... 452
Food and Drug Chemistry Symposium ... 460
Growing Use of Aerosols 449
Hospital Pharmacy Forum 457
In Parliament 447
Leading Articles:
Away from the Old Budget Routine ... 455
High Colour 455
"Monopoly" in Colour Film 446
Pharmaceutical Society of Great Britain:
Annual Report and Accounts 453
Agricultural and Veterinary Group ... 454
Pharmaceutical Society of Northern Ireland: Council Meeting 456
Preservation of Creams 458
Taxation Changes 446
Topical Reflections 445

A Pharmacist's Anthology 456
Business Changes 448
Coming Events 465
Commercial Television ... 466
Company News 448
Contemporary Themes ... 465
Deaths 449
Irish News 444
Legal Reports 447
Local Officers 445
Manufacturers' Activities 451
New Books 459
New Companies 465
New Products 451
Patents 464
Personalities 448
Prescribers' Press 466
Print and Publicity ... 465
Scottish News 444
Sport 445
Trade Marks 464
Trade Notes 450
Trade Report 462
Wholesaler on Payroll Tax 461

Index to Advertisers, p. 4. Classified Advertisements, p. 53.

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LEEDS, 16: 32 Wynford Rise, West Park. *Phone:* Leeds 67 8438.

ANNUAL SUBSCRIPTION

which includes The Chemist and Druggist Diary and Year Book, £4 5s. Single copies 1s. 3d. each (postage 8d.).

ABC MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

© MORGAN BROTHERS (PUBLISHERS), LTD., 1966

THE QUEEN'S AWARD TO INDUSTRY
1966

THE BAYER PRODUCTS COMPANY IS PROUD AND HONOURED THAT ITS ASSOCIATED EXPORTING COMPANY, WINTHROP PRODUCTS, HAS RECEIVED THE QUEEN'S AWARD TO INDUSTRY FOR OUTSTANDING EXPORT ACHIEVEMENTS.

Over the last six years our world-wide exports have increased nine-fold while exports to the very competitive markets of Europe have increased sixteen-fold. Today, over sixty per cent of the British production is shipped to 134 countries.

Good export performance requires a strong home market. We are grateful to the British Pharmaceutical and Medical Professions whose wide acceptance of our products has helped to make this export achievement possible.

ACTAL . NEOPHRYN
HAYPHRYN . LENIUM . PHISOHEX
PANADOL . PANADEINE CO.
NEGRAM . HEXOPAL . STROMBA

BAYER
TRADE MARK

THE BAYER PRODUCTS COMPANY
SURBITON-UPON-THAMES . SURREY

A BANK LOAN FROM LOMBARD CAN SOLVE MANY PROBLEMS

PROFESSIONAL AND GENERAL EXPENSES

CLOTHING · SCHOOL FEES
HOUSE REPAIRS AND DECORATIONS
MODERNIZATION · NEW GARAGE
FURNITURE AND FURNISHINGS
HOLIDAYS
ENTERTAINMENT
SPORTS GOODS
GARDEN EQUIPMENT
HOBBIES · INSURANCE PAYMENTS
RENT AND RATES · CAR REPAIRS
HOME NURSING AND CONVALESCENCE
SEASON TICKETS

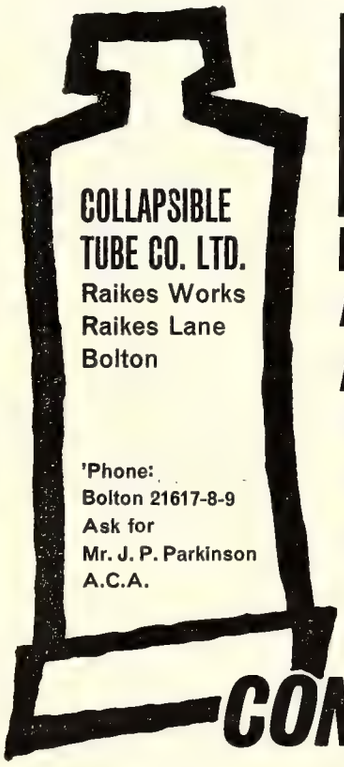
. . . JUST A FEW OF THE FINANCIAL PROBLEMS WITH WHICH A LOMBARD BANK LOAN CAN HELP YOU

Sums of up to £1,000 can be made available through a Lombard Bank Loan to Retail Chemists — repayable monthly over an agreed period.

All arrangements, of course, are in the *strictest confidence*. Write now for full details to the Manager, Personal Loans Dept. (DC).

LOMBARD BANKING
LIMITED

Head Office: LOMBARD HOUSE, CURZON ST., LONDON, W.1. Telephone: GROsvenor 4111 (*30 lines*)
City Office: 31 LOMBARD ST., LONDON, E.C.3. Telephone: MINcing Lane 4111 (*10 lines*)



THE COLLAPSIBLE TUBE CO. LTD.

Without doubt, the name for the most reliable service for any tube packed pharmaceutical product.

- Ultra-reliable delivery dates. New Orders 8/10 weeks.
- Highest standard of manufacture and finish in tin, aluminium or lead.
- No run too small.
  AND
- Keenest of prices.

CONTACT US FOR A SERVICE YOU CAN RELY ON

'Tyrozets' Summer Bonus

The special bonus terms for 'Tyrozets' which were so well received last year are being offered once again—and are in operation NOW. You know the demand—make certain of your stocks!

This Summer bonus gives you one dozen vials FREE in a special display pack with every parcel of six dozen vials ordered:

a net profit on outlay of 75 per cent equivalent to 1s 1d on every 2s 6d vial sold.

'Tyrozets' are available as lozenges containing 1 mg tyrothricin, 5 mg benzocaine, in vials of 12. 'Tyrozets' is a registered trademark.

Obtainable from
Merck Sharp & Dohme Limited, Hoddesdon, Herts. Tel: Hoddesdon 67123

New from Beecham!

Carella

1/- 1/-

Value 1/-

Carella

ACEROLA CHERRY SYRUP

money saving coupon...

To The Mother Take this coupon to your usual chemist and you will get a LARGE (10 fl. oz.) bottle of CARELLA worth 4/6 for only 3/6.
GOLDEN "CARELLA" IS THE ONLY HEALTH SYRUP WITH 100% PURE NATURAL VITAMIN C

To The Retailer This coupon will be redeemed by H. W. Carter & Co. provided it has been accepted in part payment for a LARGE (10 fl. oz.) bottle of "CARELLA"—ACEROLA CHERRY SYRUP.
GOLDEN "CARELLA" IS THE ONLY HEALTH SYRUP WITH 100% PURE NATURAL VITAMIN C

1/- 1/-

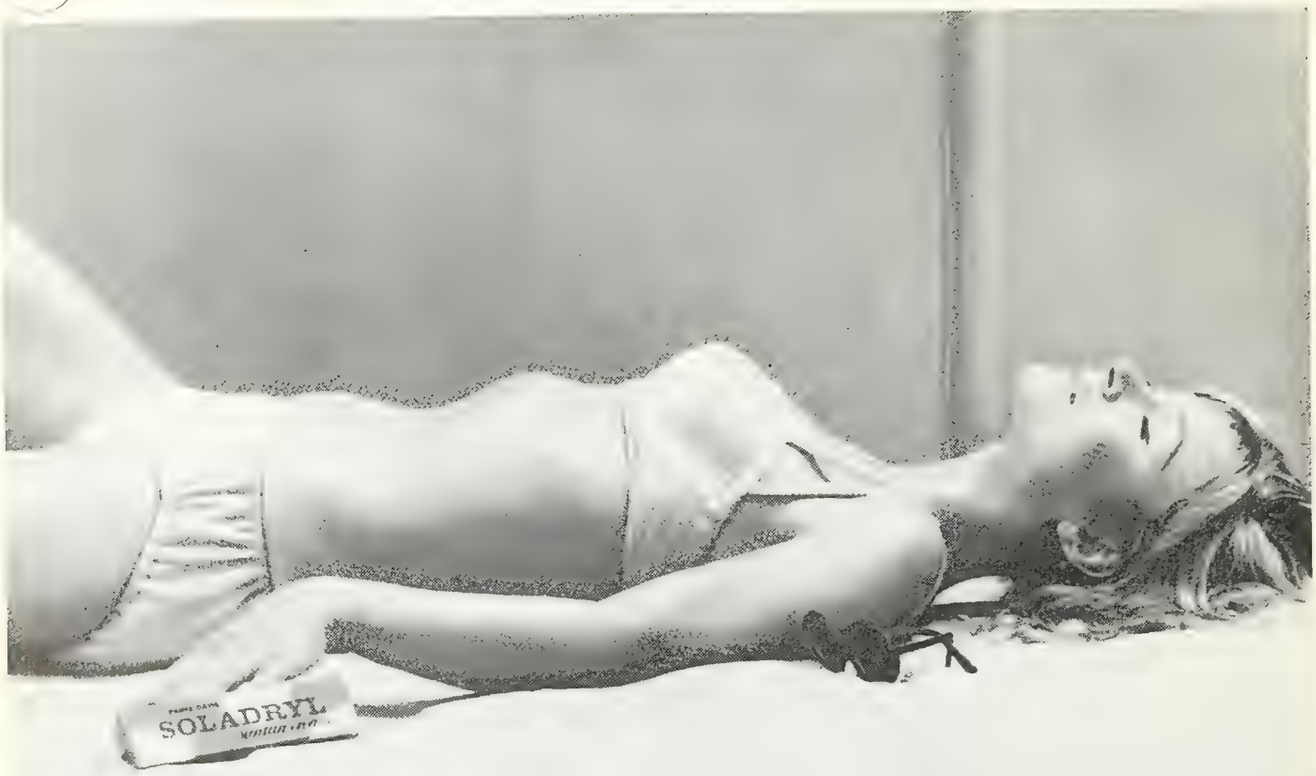
44% of all new mothers get this Voucher THEY'LL CASH IT WITH YOU!

This year 44% of all mothers having babies will receive a *free* Bounty Parcel which will include a sample bottle of Carella, a useful Carella baby care leaflet and a 1/- voucher redeemable at your shop against the first purchase of Carella.

When mothers start their babies on Carella they'll go on buying Carella. Year round advertising with full colour pages will ensure that they continue to buy Carella. Demand will be heavy. **ORDER YOUR CARELLA NOW!**

Carella–the only vitamin C supplement that is 100% natural

100 BETTER MEDICINES FOR A BETTER WORLD



New Soladryl keeps the burn out of sunburn

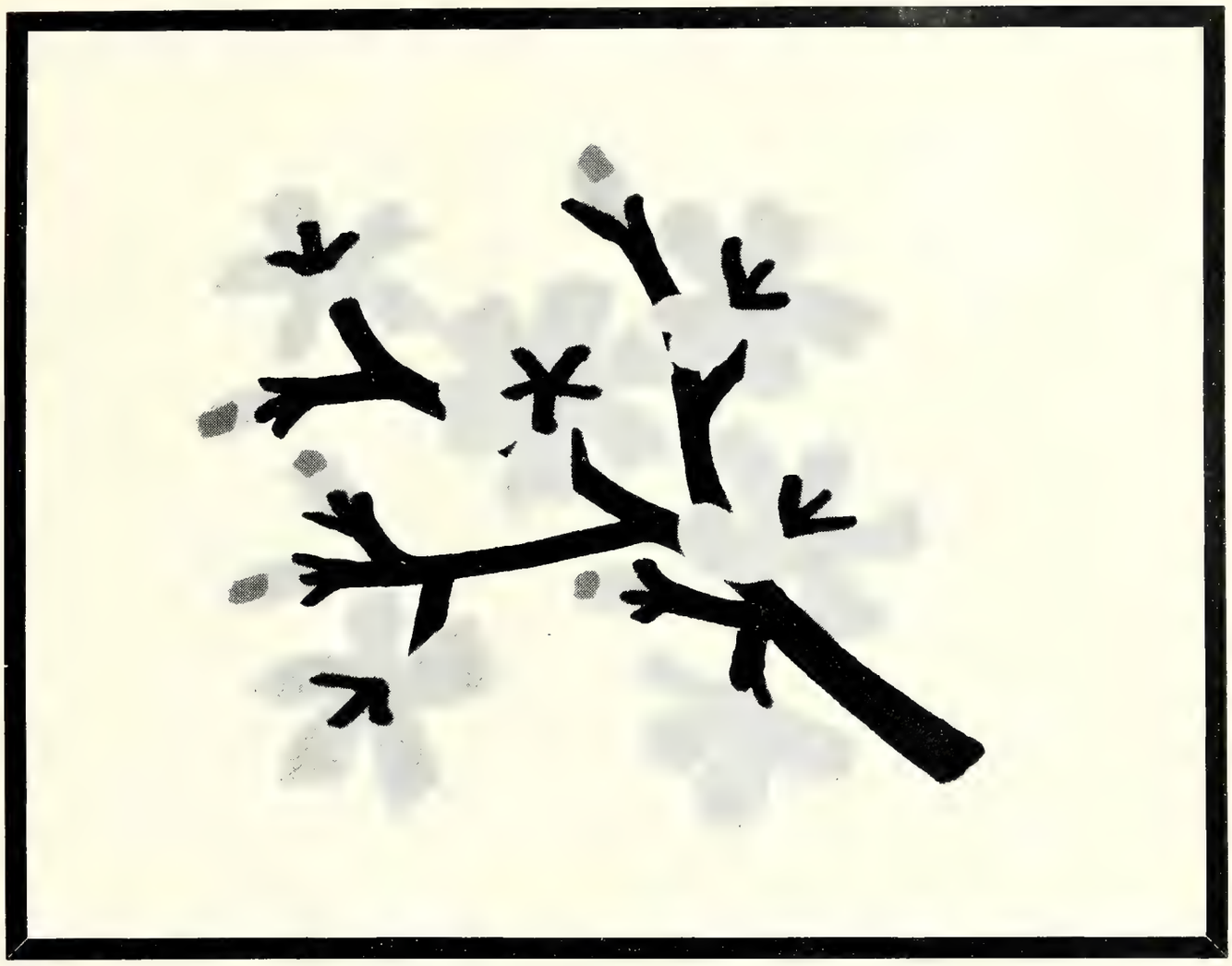
Guards against sunburn . . . promotes healthy tan. New Soladryl* has proved its effectiveness on the sun-drenched beaches of Australia. Scientifically prepared from two special sun-screening agents, Soladryl filters off the harmful rays of the sun yet helps to promote an invigorating natural tan. Recommend Soladryl . . . and sell it . . . this summer.

Tubes of 1½ oz (4/1d) and 2½ oz (5/10d)

Known in Australia as 'Filtrosol' *Trade Mark

SOLADRYL

PARKE-DAVIS HOUNSLOW · LONDON · TELEPHONE: HOUNSLOW 2361 (O-1289)



At least 18,000 pregnancies confirmed each week

Based upon Registrar General's live birth returns for 1964.

The care of women in pregnancy rests with the G.P's, the hospital and the welfare service. The pharmacist, however, has special responsibilities in meeting the prescription needs of these very special customers. His skill, experience and ability to provide professional reassurance are valuable adjuncts to ante-natal care. In carrying out that task, the pharmacist knows that the preparations of Vitamins Limited conform to his own exacting standards.

A range of preparations designed for pregnant and lactating women.

PREGNAVITE FORTE (F)
Iron and vitamin supplement, with *folic* acid

PREGNAVITE FORTE
Iron and vitamin supplementation

PREGNAVITE
Contains essential iron and vitamins

For prescription and counter

Vitamins from Vitamins Limited

This man is about to be colour captivated for under 7/- all because of Toni and the millions of *woman's own* readers

We warned him and now we're warning you . . . In the June 4th issue of *woman's own* Toni have reserved the centre four pages to advertise in dramatic colour Focus Highlight 2/6, Toni Creme Hair Lightener 5/6, Casual Hair Colour 6/11 and to offer readers (who won't miss the continuous section) a special shilling off voucher for Focus Crystal Clear Hair Spray. This spectacular four page advertisement will be **seen by the seven million women who read *woman's own* and who trust and buy what they see there.**

Are your stocks of Toni products ready for the demand ?

How do you sell Polaroid sunglasses? Demonstrate them. Prove that they wipe out glare. All it takes is a little of your time...

backed up by a lot of our money.

Nice to know we're working for you, isn't it?

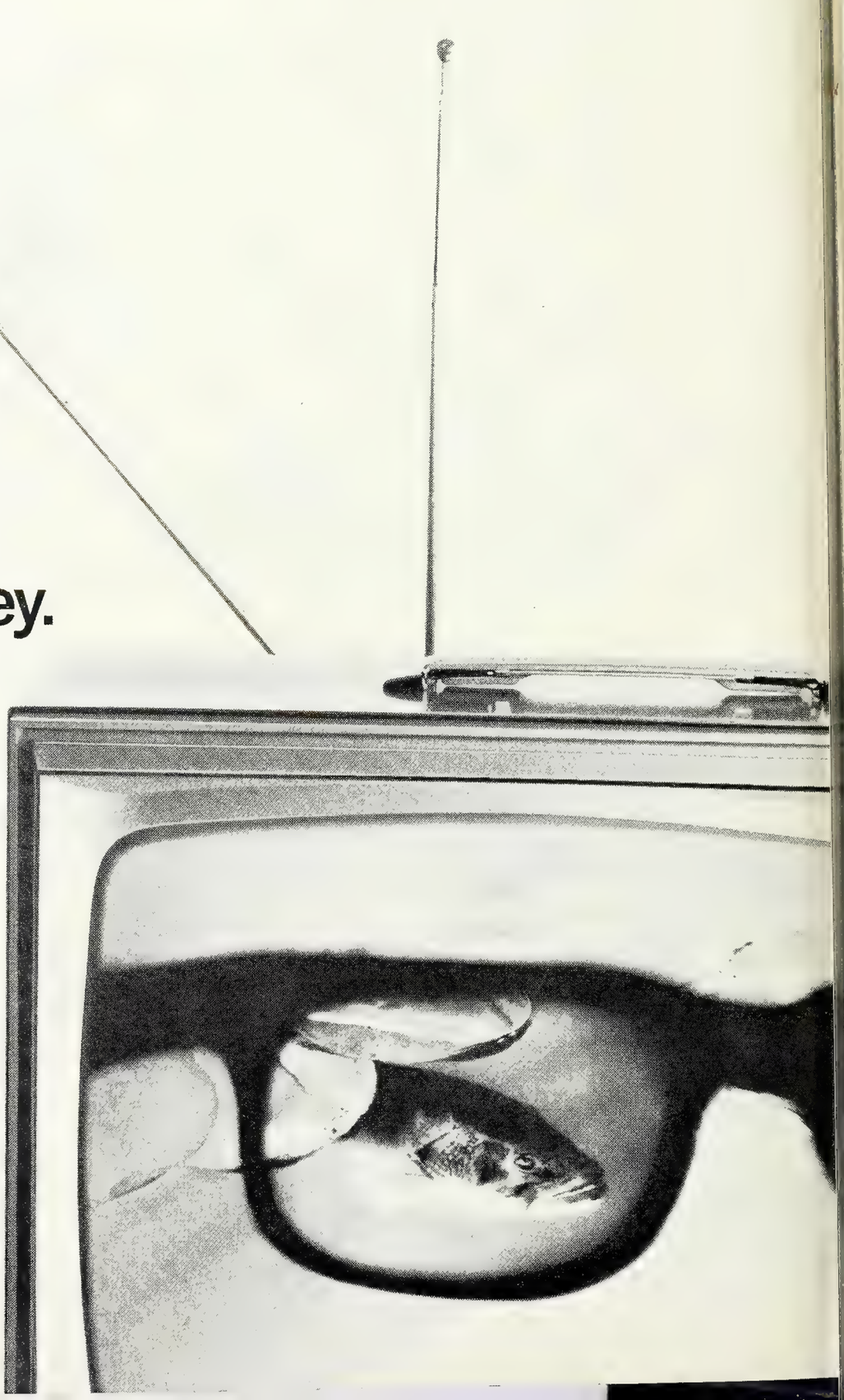
And we are. Harder than ever. To help you sell Polaroid sunglasses faster, easier, more often, we're pouring more money into more great ads in more media.

More than any other maker of sunglasses we know. More than we did ourselves last year.

In 1966 your customers will see us on TV throughout the Midlands, London and Southern areas all through the May-June peak. They'll see us in the Daily Express, Daily Mail and in the Weekend Telegraph Colour Magazine.

They'll see us where it counts. When it counts. And the way it counts: In demonstrations that prove, before their eyes, that *Polaroid sunglasses eliminate glare* [illegible] *no ordinary sunglasses can.*

[illegible]ankly, if there's anything more we can [illegible]elp, we'd like to know what it is.



POLAR[illegible] [illegible] TRADE MARK OF POLAROID CORP., CAMBRIDGE, MASS., U S A

The Beecham Group is proud to receive the Queen's Award to Industry in recognition of its achievements in exports and technological innovation in pharmaceuticals.

Beecham Research Laboratories
(a branch of Beecham Group)
isolated 6-APA and subsequently discovered
and developed the five 'New Penicillins'
which have been acclaimed throughout the world.

Brocillin · Broxil · Celbenin · Orbenin · Penbritin

Beecham Research Laboratories

THE *ORIGINAL* ONE-WAY NAPPY—

still the best and the best seller!

The MARATHON One-way Nappy (we are the pioneers—we invented the term "ONE-WAY," now in common usage) is *demonstrably* the best . . . 100% effective, the largest and easiest to fit, safest to wash (can be BOILED, too!) has a longer life and is FULLY GUARANTEED. The best and the best value—and only the best is good enough for the young mother of today.

Two typical unsolicited letters from the scores we receive everyday:

"GRANNIES ADMIT THEY ARE WONDERFUL"

99, Harbour Way, Shoreham-by-Sea.
4th Feb., 1966.

As a very new mother, I should like to congratulate you on your Marathon Nappies. I was delighted to find my baby perfectly dry at every nappy change and have recommended them to my friends as an excellent buy. Even sceptical grannies have had to admit that they are wonderful!

Mary A. Kendrick (Mrs.).

"I TELL YOU—THEY'RE FANTASTIC!"

10 Ruskin Road, Norwich.
29th May, 1965.

I am a "Doubting Thomas" . . . so was rather sceptical about your Marathon Nappies . . . But, by golly! They are fantastic! My baby was three weeks old when she developed a rash, and although I changed her continually, the rash worsened until it was a pitiful sight. I tried no end of ointments the Doctor recommended—to no avail . . . I decided to give Marathon Nappies a try. The rash cleared in days! Grateful thanks!

Mrs. Patricia J. Smith.

P.S.—*I tell you, they're fantastic!*

NEW MERCHANDISING UNIT

Eye-catching, strikingly colourful Carton and Display Outer-dispenser. Each Outer carries a supply of LEAFLETS telling the story of the unique MARATHON One-Way Nappy, with convincing testimony from mothers, the specialist and general Press and medical authorities.

NOW FULLY GUARANTEED

"Full purchase price refunded if not completely satisfied". This unconditional guarantee appears on every Carton.

NATIONAL ADVERTISING

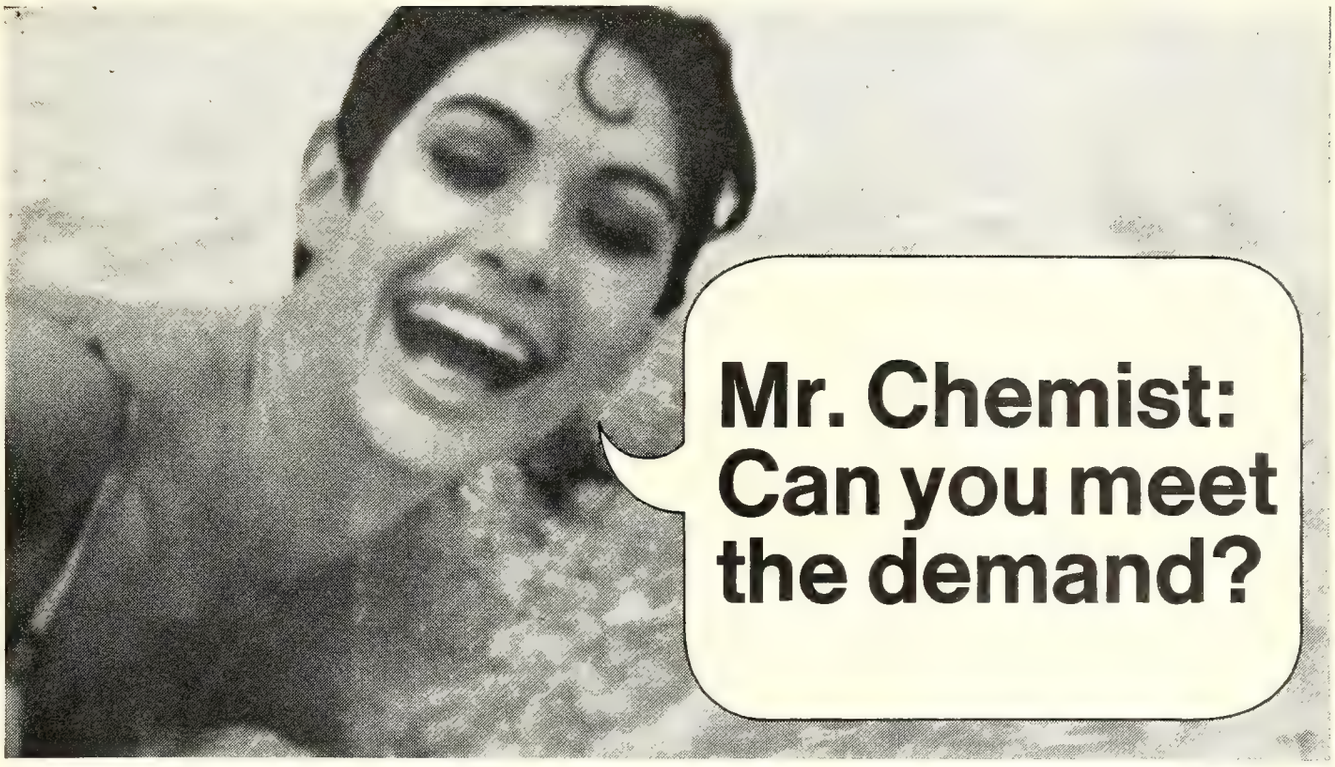
Appearing regularly in all the leading mothercraft and general women's magazines and specialist handbooks, including:

Woman's Mirror, Housewife, Good Housekeeping, Family Doctor, Mother, My Home, All About Children, Parents, Mother & Baby, Babyworld, The Baby Book, You & Your Baby, etc. etc.

Three sizes, to retail at: STANDARD: (0-5 months), 2 for 5/11; LARGE: (6-10 months), 2 for 7/11; PANTS (Over 10 months), 2 for 8/11. Order from your usual Wholesaler. If any difficulty, write: MARATHON KNITWEAR (NOTTINGHAM) LTD., PEVERIL STREET, NOTTINGHAM. One of the John Beales Associated Companies.

Marathon

ONE-WAY NAPPY



Odorono Roll-On

is now being advertised nationally in full colour in Woman/Petticoat/Flair/Woman's Mirror Honey/Vanity Fair

Stock up on Odorono Roll-On and ask your wholesaler for the new FREE PRE-PACKED DISPLAY STAND AND GREAT DISPLAY BONUS, or write direct to Chesebrough-Pond's if he has run out.

YOUR CUSTOMERS WILL BE LOOKING FOR IT

A CHESEBROUGH-POND'S GROOMING PRODUCT

Lederle

Lederle Laboratories announce that from May 9th 1966, LEDERMYCIN† with Nystatin Capsules will be labelled **LEDERSTATIN**†

LEDERSTATIN† Capsules contain:
150 mg. LEDERMYCIN† demethylchlortetracycline
and 250,000 units Nystatin

DOSAGE: One capsule four times daily
or two capsules twice daily

TRADE PRICE: LEDERSTATIN† capsules
16's . . . 13/-: 100's . . . £3.17.8: 500's . . . £18.14.4

†Regd. trademark

Lederle | CYANAMID

For further information please write to:
Lederle Laboratories, a Division of Cyanamid of Great Britain Limited,
Bush House, Aldwych, London WC2

EST. 1777

Telephone: CLErkenwell 3060 (15 lines)
Switchboard open 8.30 a.m.—4.45 p.m.
Automatic Recording 4.45 p.m. onwards

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by all leading makers

COSMETICS

most non-agency lines

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especially seasonal items such as Sunglasses, Swimming Caps, Holdalls for Beach use, etc.

also BULK DRUGS and
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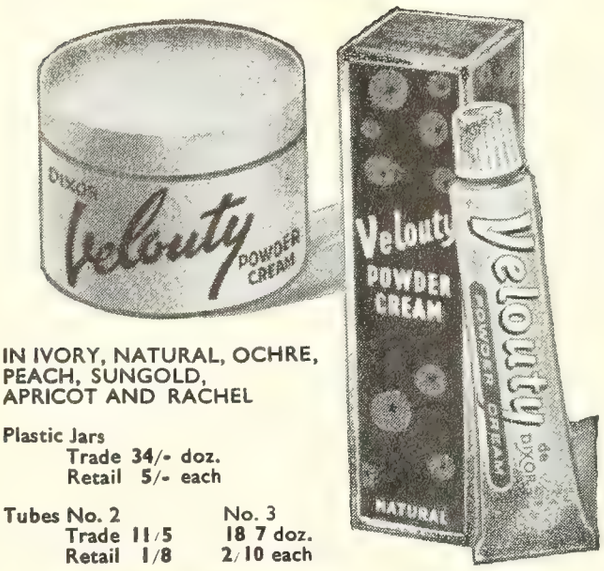
Ring CLE 3060

or write

BUTLER & CRISPE Ltd.

80/84 CLERKENWELL ROAD, LONDON E.C.1



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POWDER CREAM

Constantly advertised in Women's Magazines

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Retail 5/6 each

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Do not disappoint your customers

—*stock and display*

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Powders and tablets for the safe and speedy relief of headaches, colds, chills, rheumatic and nerve pains.

EX ALL LEADING WHOLESALE HOUSES

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GREAT KLEENEX TV CONTEST

40 portable TV sets by G.E.C. must be won—each week, week after week!

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You'll be supported by heavy TV advertising—lively 15-second spots seen up to 10 times by your customers.
Make the most of this great contest! There's still time to build up your stocks of Kleenex for Men, Kleenex★ regular and handy tissues and Kleenex★ Kitchen Towels.

TV ADVERTISING STARTS NEXT WEEK SO DISPLAY NOW FOR STUPENDOUS SALES

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For only 20/- you can have this handy guide

Complete the coupon now to ensure your copy

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Please send me ..... Tablet and Capsule Identification Guide(s) @ 20/- each. Remittance for..... enclosed.

NAME.....

ADDRESS .....

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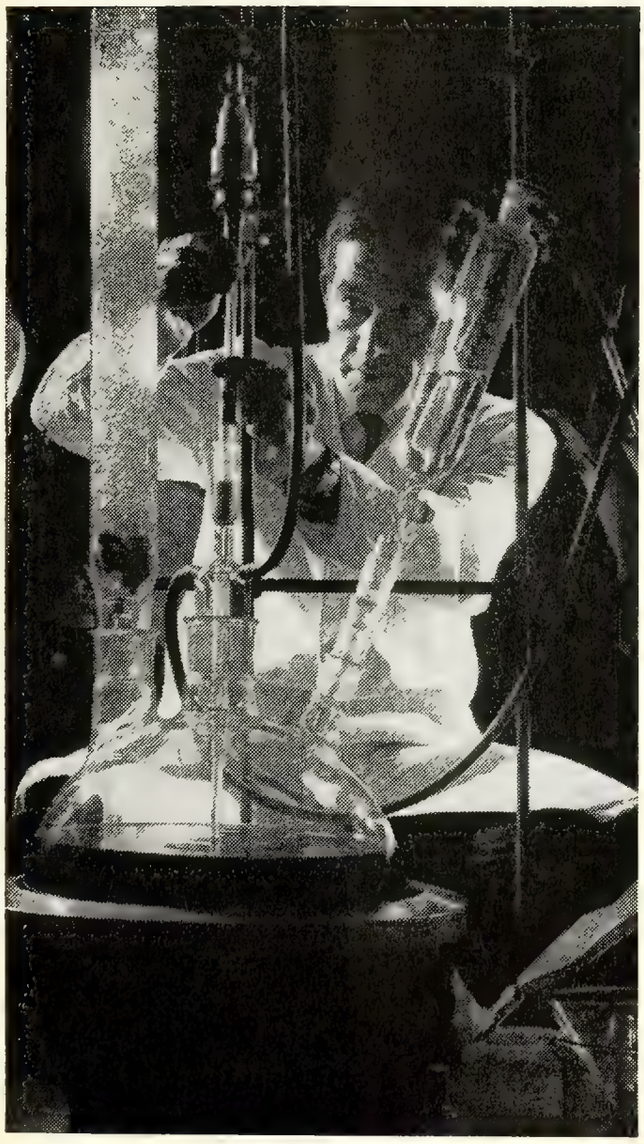
CD10

Our chemicals are *your* business



be it in Gt. Britain or Bangkok!

WE have been producing industrial chemicals long enough to know that many of them have a diversity of uses. One industry may use a compound for an entirely different purpose from another. The manufacturer knows his own business best! But the fact remains that Bush chemicals are used in a host of industries in every part of the world. Apart from our established compounds which every good chemist knows we make, Bush research is constantly engaged in developing new compounds . . . new chemicals—and one industry or another is usually glad of it. Whatever you require, our technical 'know-how' and resources are at your service—wherever you are.

You know Bush for these	—BUT HOW ABOUT THESE?
Vanillin	Vanillic Acid
Anisaldehyde	o-Methoxybenzaldehyde
Mandelic Acid	Hexamine Mandelate
Guaiacol	Guaiphenesin
Salicylaldehyde	*NN'*-Disalicylidenepropylenediamine
Benzoic Acid	3:4:5-Trimethoxybenzoic Acid
Coumarin	3:4-Dihydrocoumarin

BUSH **W. J. BUSH & CO LTD**

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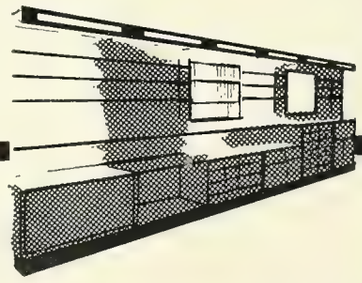
Without doubt, Counterpoint is today's most *flexible*, ultra-modern interior store display system. Flexible, because Counterpoint is an *interchangeable* unit system. Means all units can easily be varied or adjusted at any time. Guarantees a tailor-made answer to any space problem. Counterpoint can stage a marvellous transformation of your interior. It's quick to install and so economical. Specially designed to give maximum visibility in the minimum of space. Offers quicker, easier selection of merchandise for hurry-bound shoppers. And Counterpoint will gladly send one of their leading men to give expert advice on your particular problems as part of the service.

Visit our Main office and Showroom: 243, Euston Road, London, N.W.1. Showrooms also at James White (Shopfitters) Ltd., Team Valley Trading Estate, Gateshead-on-Tyne 11.



Please send me your Counterpoint brochure ☐
Please arrange to send your representative ☐
(Tick as required)

NAME.....
ADDRESS.....
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Post to Counterpoint Store Equipment Ltd., 243, Euston Road, London, N.W.1. or (for the North & Scotland) to: James White (Shopfitters) Ltd., Team Valley Trading Estate, Gateshead-on-Tyne 11.

C 13

counterpoint

last chance to enter the EYLURE 'treble chance' competition for chemists

STILL MANY PRIZES TO BE WON

Here's your very last, now-or-never chance to win an exciting prize in the great Eylure 'Treble Chance' competition.

This is how it works: Attached to the new, 1966 Eylure showcards for lashes and nails you will find a simple but amusing puzzle on a reply-paid post card. Just circle the answer you consider correct, fill in your name and address and mail it back to us. That's all. Easy, isn't it? If your card is drawn, as eligible for a prize—an Eylure representative will call on you to see if you have *an Eylure Showcard and a display of Eylure products prominently on your counter. You must have such a display on view in your shop in order to qualify for a prize.* If you have an Eylure solus window display as well—you will receive two prizes! Don't forget the Eylure counter display—*without it you cannot win a prize!* All prize-winners will be notified at the end of the draw, and a full list will be available on request.

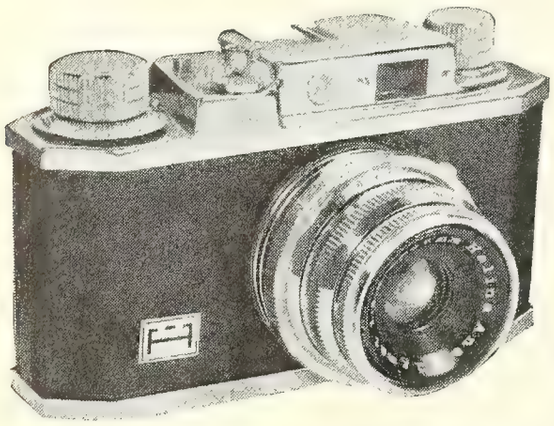
When are the draws? The first draw for the Eylure 'Treble Chance' competition took place on March 21st. The second draw will be on April 18th, and the third and final draw will be on May 16th.

There are two exciting Eylure Competitions for sales assistants too! First prizes will be long week-ends (Friday to Sunday) in the delightful Grand Duchy of Luxembourg—all expenses paid—for each winner and a guest. They'll be flown there and back by luxurious BRITISH EAGLE INTERNATIONAL AIRLINES—and spend two full days there, with various intriguing tours laid on. So, look out for Eylure's exciting competition for sales assistants.

How to make sure of your Eylure display material and 'Treble Chance' Entry Form: Just ask your Eylure representative or request them on your next order.

good luck!

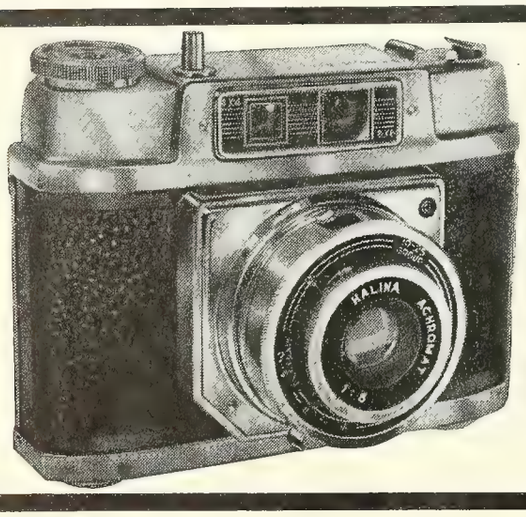
Halina CAMERAS



HALINA 35x

- f3.5/45mm hard coated 3 element lens
- 4-speed shutter—1/25-1/50-1/100-1/200th sec & B
- Synchronised for flash
- Double exposure prevention
- Coupled film transport and exposure counter
- Aperture setting from f3.5 to f16

£7-13-3 Every Ready Case £1.9.11



HALINA 6-4

2 CAMERAS IN ONE

- 12 exposures $2\frac{1}{4}'' \times 2\frac{1}{4}''$
- 16 exposures $1\frac{5}{8}'' \times 1\frac{5}{8}''$
- All metal, satin chrome finish
- Achromat lens 1 : 8
- Apertures 8-11-16
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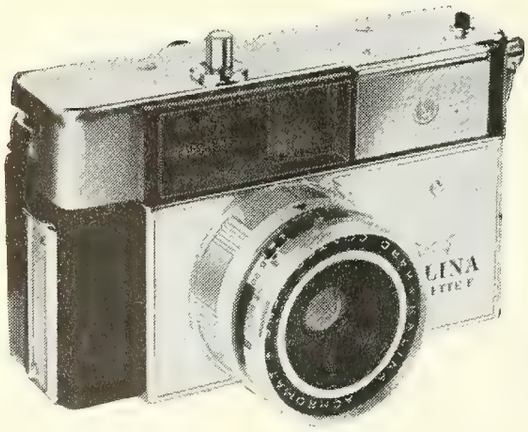

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- Direct vision viewfinder
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- Three apertures: Dull, Bright, Sunny
- Double exposure prevention

£4-19-6 Every Ready Case 19/9

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two major markets Antiseptics–Disinfectants

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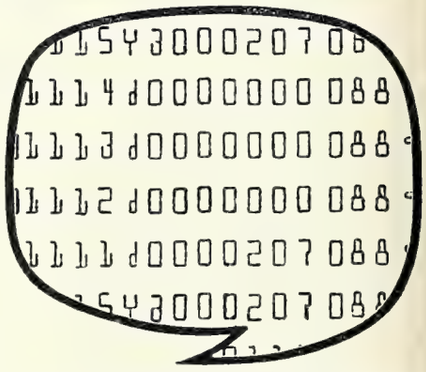
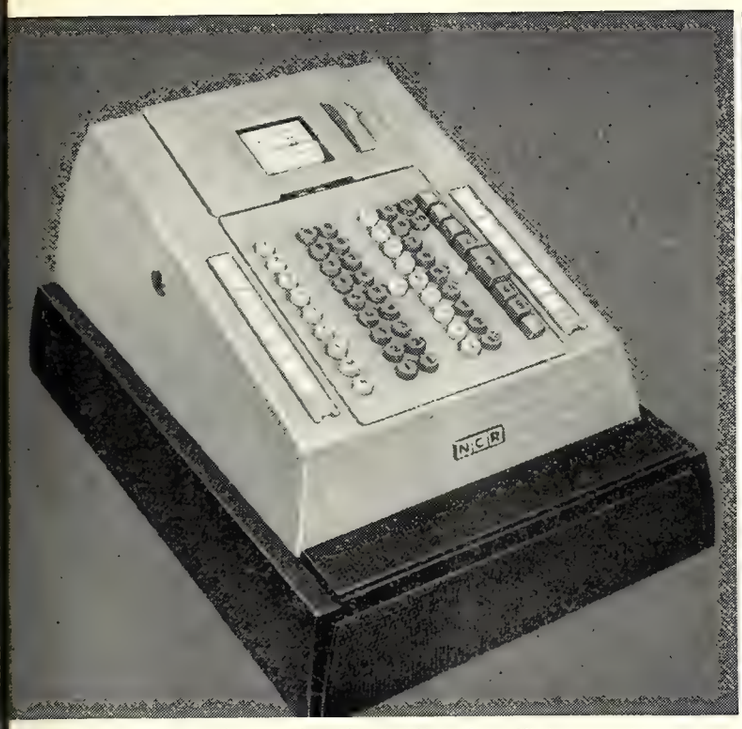
NCR 3. The faster-than-ever itemizing register that grows with your business. Start with the basic two-total model and add up to three further totals as you need them. Compact, modern styling with many time-saving features.

NCR offers you a *real* choice . . . from a range so wide you can be sure it includes equipment that might have been designed specifically for your kind of business. More dependable methods of cash control and profit protection. The itemisation and automatic totalling of multi-item sales. Advanced systems that analyse your sales and help you to plan your business more profitably. New developments in the field of retail automation. Whatever you are looking for, you will find it in the unique NCR range. Every model has built into it the skill and knowledge of the company with the longest experience of designing systems for all kinds of retail business and is backed by a service organisation acknowledged to be the best in Britain. Talk cash control and point-of-sale accounting with NCR. There are over 90 sales and service centres throughout the United Kingdom.

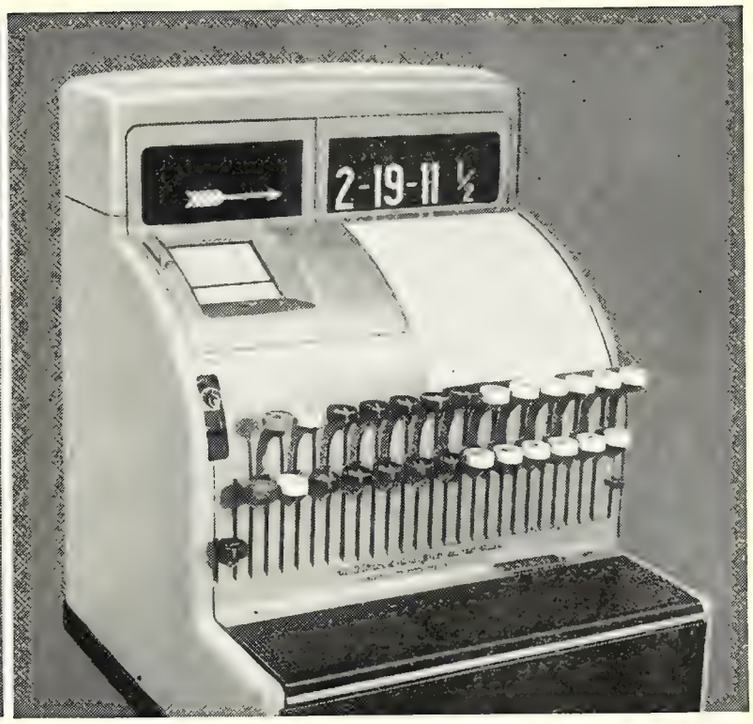


NCR Optical Font—exciting new development that enables cash registers to record point-of-sale information in the language of computers.

four examples from the NCR range



Class 96. Robust, all-electric sales register for efficient cash control in even the smallest retail outlets.



Class 100. Pace-setter in the field of 'press-down key' machines. Available in a wide range of models to suit all business needs.

Class 51. Advanced itemizing register with exceptional facilities for on-the-spot sales dissection, greater-than-ever security of cash and credit control.

For many years NCR has been developing better methods of cash control and point-of-sale accounting. Its current range is based on a thorough knowledge of working conditions in every branch of retailing . . . backed by an advisory service that has helped many businesses to become more profitable.

Talk to NCR-their range is as good as their name

plan ahead with

NCR

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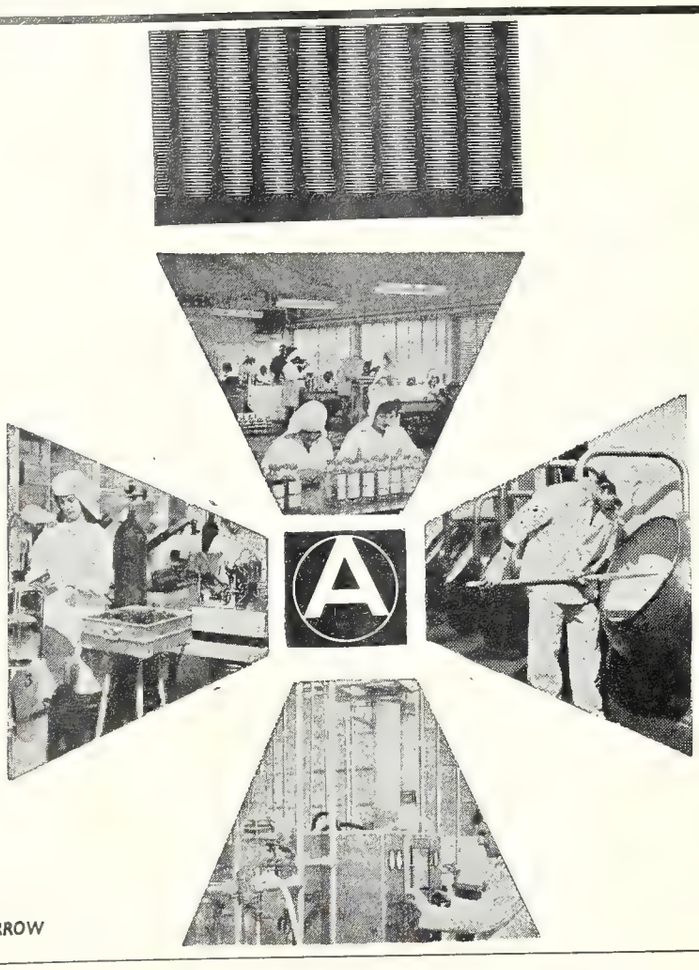

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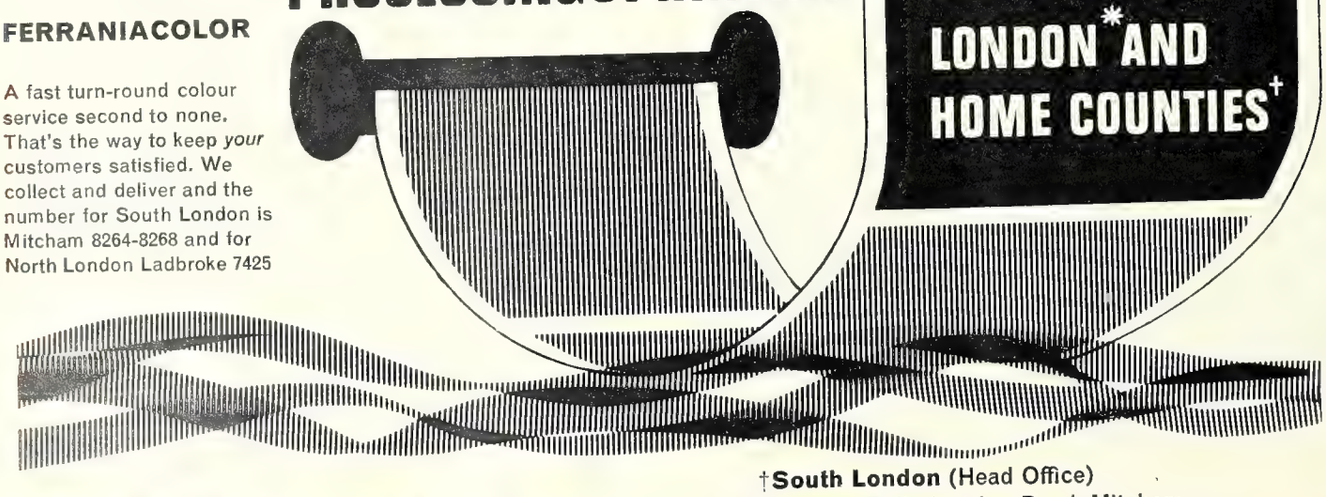

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†**South London** (Head Office)
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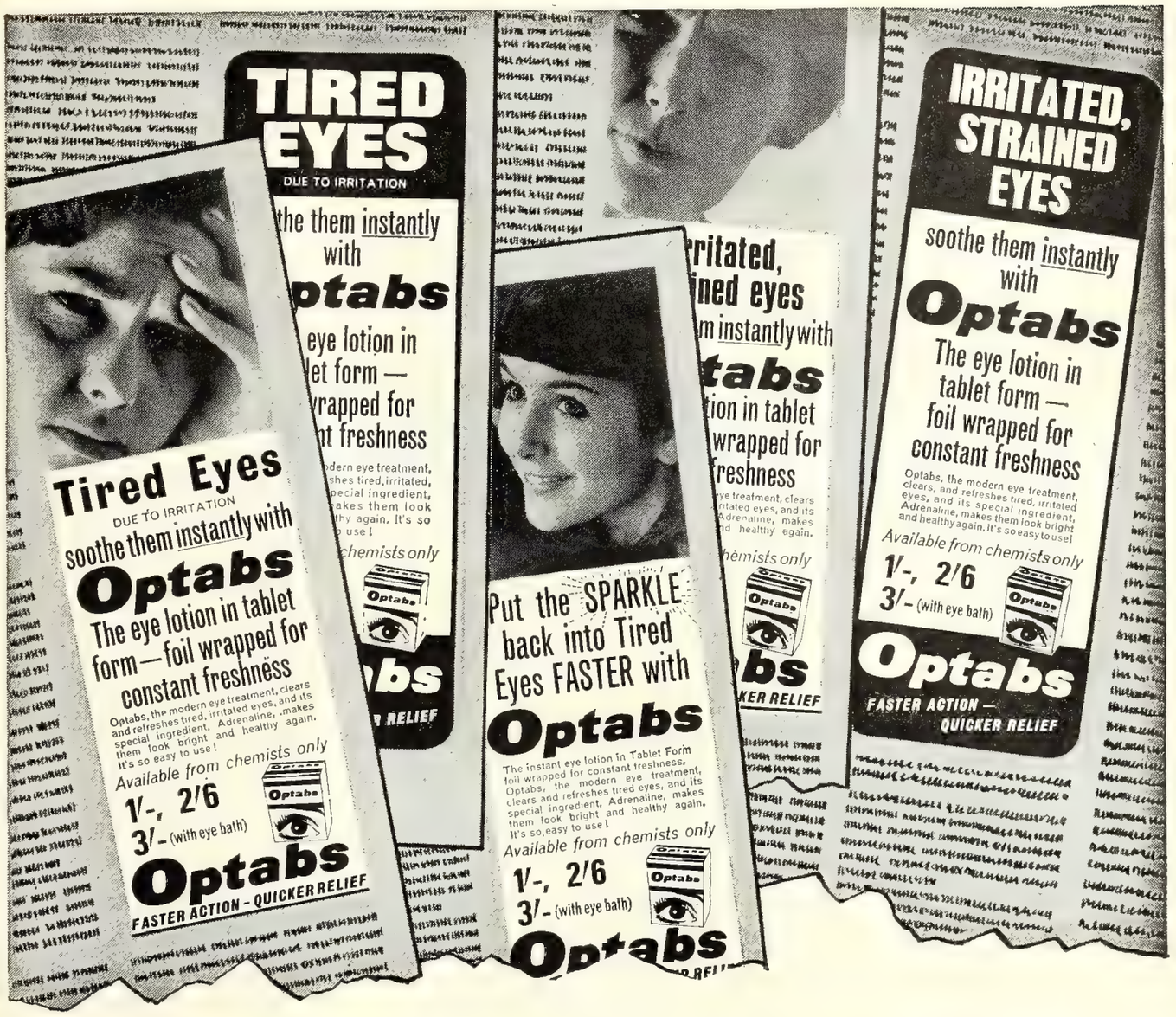

The eyes will have it from April - Sept!

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Optabs *The Eye Lotion in tablet form*

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C&D

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Telephone: **CENtral 6565**

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DRUGS, COSMETICS, PHOTOGRAPHY. Ideal for pharmacy, no opposition, thickly populated area; shop and parlour, very large basement. Turnover £90 per week, rent only 30/- per week. Price for lease, fixtures and fittings £500, s.a.v. Owner leaving district. Tel.: CLI. 2843. C 7191

FOR SALE. Well established Pharmacy in Middlesex with good accommodation. Generous finance available. Box C 1767.

SOUTH COAST drug store, lock-up, rent £260 p.a. Winter takings £50 weekly. Summer £400. Fine opportunity at £2,000 plus s.a.v. Apply: B. Pask, 9 Southwood Road, Hayling Island, Hants. C 1788

APPOINTMENTS

ANCOATS HOSPITAL, OLD MILL STREET, MANCHESTER, 4

Chief Pharmacist (Category III)

required for this busy acute general hospital. The department is integrated within the North Manchester H.M.C. Group Pharmaceutical Service and is responsible for the Group Syringe Service. The post is one which carries considerable responsibility, and opportunity exists for experience to be gained by a candidate of the right calibre. Applications to the General Superintendent and Secretary at the above address, stating age, experience and qualifications, together with the names and addresses of three referees. Applications to be received by the 1st June, 1966. (Ref. 3857.) C 6997

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS

Locum Pharmacist

required for modern well-equipped department. Pleasant working conditions. Whitley Council salary plus London Weighting. Apply to Chief Pharmacist. C 7005

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Dispensing Assistants

Applications are invited from Senior Pharmacy Students, to work as Dispensing Assistants in Hospital Pharmacies within the Group during summer vacation. Hospitals within easy reach of Central London. Apply to Chief Pharmacist, Bethnal Green Hospital, Cambridge Heath Road, London, E.2. (Telephone: ADVance 3413.) C 766

HOPE HOSPITAL, SALFORD, 6 (670 beds)

Senior Pharmacist

for acute hospital with new Maternity Unit of 108 beds. Salary £1,040—£1,295 per annum. Detailed applications naming two referees to Hospital Secretary. (Ref. 3912.) C 7000

MILE END HOSPITAL, BANCROFT ROAD, LONDON, E.1

Locum Pharmacist

required for the period 16th May to 9th July 1966. Rate of pay £23 12s. 6d. per week plus £1 1s. London Weighting. Apply to the Chief Pharmacist. (Tel.: ADV. 4855, Ext. 258.) C 6980

MILE END HOSPITAL, BANCROFT ROAD, LONDON, E.1

Locum Dispensing Assistant

required for the period 23rd May to 11th June, 1966. Rate of pay for qualified applicant £12 17s. per week plus London Weighting. Unqualified £11 9s. per week plus London Weighting. Apply to the Chief Pharmacist. (Tel.: ADV. 4855, Ext. 258.) C 6979

MOORFIELDS EYE HOSPITAL

Dispensing Assistant

Applications are invited for the post of Dispensing Assistant. Interesting work in modern, well-equipped department. Duties finish at 4.30 p.m. Monday to Friday; Saturday 1 p.m. with alternate Saturday free. Whitley Council salary scale and conditions of service. Applications to Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 6962

MOORFIELDS EYE HOSPITAL

Senior Pharmacist

Applications are invited for the post of Senior Pharmacist to take charge of the Sterile Products Department in this Post-graduate Teaching Hospital. Interesting appointment in modern, well-equipped department with opportunity to assist in formulation problems. Duties finish at 4.30 p.m. Monday to Friday; Saturday 1 p.m., with alternate Saturday free. Whitley Council salary and conditions of service. Applications to Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 6961

NORTH WIRRAL HOSPITAL MANAGEMENT COMMITTEE, VICTORIA CENTRAL HOSPITAL, SURGICAL UNIT, LISCARD ROAD, WALLASEY, CHESHIRE

Senior Pharmacist

Applications are invited for the above appointment at this hospital. Please send applications to the Hospital Secretary as soon as possible. C 6985

QUEEN CHARLOTTE'S MATERNITY HOSPITAL

Pharmacist

required for established post. Accommodation in a Nurses' Home may be available if required.

Applications to Chief Pharmacist, Queen Charlotte's Maternity Hospital, Goldhawk Road, W.6. C 6974

QUEEN CHARLOTTE'S MATERNITY HOSPITAL

Dispensing Assistant

required. Accommodation in a nurses' home may be available if required. Applications to the Chief Pharmacist at the hospital, Goldhawk Road, W.6. C 6973

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1

Senior Pharmacist

required for the Out-patient Department of the above Hospital. This is a congenial post for a person who enjoys dealing with patients and medical and nursing staff and who wishes to keep abreast of the latest developments in drug treatment. Salary on the scale: £1,040 + £40 to £1,160 + £45 to £1,295 plus London Weighting and Higher Qualification allowance. Evening Clinic weekly for which a payment of £2 8s. 9d is made. Applications to the Chief Pharmacist. C 775

SOUTHEND-ON-SEA HOSPITAL MANAGEMENT COMMITTEE

Pharmacy Student

required in the Pharmacies of the Hospitals in the Southend-on-Sea Group. Salary £725 per annum for post-graduate students; £242 per annum for pre-graduate students. The Hospitals are situated in pleasant surroundings and the post offers excellent opportunities for experience in all branches of pharmaceutical work, including dispensing for in-patients and for patients from a busy Consultative Out-patients' Department, manufacturing, sterilising, dressings and instruments. Applications, stating age, particulars of education, etc., with the names of two referees, should be sent to the Secretary, General Hospital, Southend-on-Sea, as soon as possible. C 6976

ST. ALBANS CITY HOSPITAL, ST. ALBANS, HERTS

Dispensing Assistant

Male or female, required. Previous experience an advantage. Whitley Council salary and conditions of service. Applications to Chief Pharmacist. C 759

ST. MARY'S HOSPITAL, TEACHING GROUP, PRINCESS LOUIS KENSINGTON HOSPITAL FOR CHILDREN, ST. QUINTIN AVENUE, LONDON, W.10

Locum Pharmacist

Applications are invited from suitably qualified persons for the post of Locum Pharmacist at the above-mentioned Hospital for up to four weeks. Applications in writing to the undersigned, together with the names of two referees.

F. C. HARRIS,
Secretary.
C 6950

ST. GEORGE'S HOSPITAL, TOOTING GROVE, LONDON, S.W.17

Senior Pharmacist

required for new and well-equipped Pharmacy in Undergraduate Teaching Hospital. Accommodation available for single person. Salary scale £1,095—£1,350 p.m. Apply to Secretary, St. George's Hospital, Tooting Grove, London, S.W.17. C 6975

THE LONDON CHEST HOSPITAL

Locum Chief Pharmacist (Category II)

required for all or some of the following holiday periods:—May 2nd—May 14, 1966; June 13th—June 25th, 1966; August 29th—September 10th, 1966.

Whitley Council Scale (£28 7s. 0d. per week). Apply House Governor, London Chest Hospital, Victoria Park, E.2, immediately. C 6999

THE ROYAL NATIONAL THROAT, NOSE & EAR HOSPITAL, GRAY'S INN ROAD, LONDON, W.C.1

Lady Dispenser (full-time)

Salary according to Whitley Conditions. Apply Chief Pharmacist, The Royal National Throat, Nose & Ear Hospital, Gray's Inn Road, London, W.C.1. TER. 8855. C 770

Appointments—Continued

WEST PARK HOSPITAL, EPSOM, SURREY

Dispensing Assistant

(Apothecaries' Hall) required for large busy psychiatric hospital (three pharmacists). Salary scale £517 (at age 22) rising to £697, plus £75 London Weighting. Single accommodation available. Five-day week.
Apply, naming two referees, to the Secretary, West Park Hospital, Epsom, Surrey. C 7004

WEST PARK HOSPITAL, EPSOM, SURREY

Senior Pharmacist

required for this modern psychiatric hospital. Five-day week. Salary range £1,040—£1,295 per annum plus London Weighting.
Apply immediately naming two referees to the Group Secretary who will be pleased to supply any information requested. C 7006

SITUATIONS VACANT

GENERAL

OPPORTUNITY for young experienced male pharmacist to assist managing director in progressive wholesale and retail chemists in Oldham. Full opportunity and good salary to keen ambitious man. View to early succession. Box C 1768.

RETAIL (HOME)

COUNTER ASSISTANT (experienced) required for busy modern pharmacy near Elephant & Castle. No dispensing experience required. Good salary and conditions. Five-day week. This year's holiday honoured. Tel.: Manager, ROD. 5155. C 1792

HULL. Superintendent for brisk, mainly dispensing, business with adequate staff, basic salary £1,800 with incentives to bring this to £2,000; small flat if required. Optical practice if interested. Encouragement given to initiative, future shareholding to suitable manager. Expenses paid to interview. Box C 1787.

MANAGER REQUIRED for small branch in Hayes, Middlesex. Would suit Pharmacist seeking a permanent post. Age no bar. Comfortable self-contained flat and garden. No rota or Sunday duty. Salary and Commission. Apply stating usual details. Snowden, 99 Central Road, Wembley, Middlesex. C 1766

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A new retail group offers an exceptional opportunity for an ambitious young man, to manage their first store in Great Britain. Applicants must be pharmacists with experience in merchandising techniques and store management. The position affords an excellent salary commensurate with experience and the opportunity for personal growth within a new progressive company.
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Foster, Turner & Benson, Ltd.,
St. Alphage House,
Fore Street,
London, E.C.2
C 6945

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SUPERINTENDENT CHEMIST required. Annual sales £14,000. Salary by agreement. Tuesday and Saturday afternoon closing. Housing with garage available. Position would suit husband and wife team. Superannuation. Applications to: Greenfield Co-operative Society Ltd., 144 Chew Valley Road, Greenfield, nr. Oldham, Lancashire. C 1783

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LADY REPRESENTATIVE, London area, to sell to retail chemists a recently introduced, high quality, "Chemists' Only" proprietary line. Box C 1782.

ASSISTANT HOME SALES MANAGER required by Liverpool-based company of manufacturing and wholesale distributing chemists. An interesting position where initiative and enthusiasm will lead to early promotion. Pharmacist preferred or one with experience in a similar appointment. Age group 35-45. Please give full details of experience and suitability for this post to HSD, Ayrton Saunders & Co., Ltd., 34 Hanover Street, Liverpool, 1. C 6968

EXPORT EXECUTIVE required by manufacturers of Proprietary Pharmaceutical, Agricultural and Veterinary Products to organise world-wide sales. Many markets established but, drive, enthusiasm and experience required. S. London area. Five-day week. Pension and Life Assurance. Profit Sharing. This appointment is in the £1,200—£2,000 bracket according to experience. Box C 1794.

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TABLET MANAGER required to lead a substantial and steadily developing department. This is an interesting, progressive and well-remunerated position for an experienced tablet maker. Preferably a pharmacist. A pension and life assurance scheme is in operation. Please apply Works Director, Ayrton, Saunders & Co., Hanover Street, Liverpool. C 6995

WHOLESALE CHEMISTS require experienced Telephone Order Clerks, must be able to type, good salary and conditions, Martindale Samoore, Salem Road, Queensway, W.2. PARK 8077. C 1796

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Parke-Davis & Company
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If you feel that you could take up this challenge, please send an outline of your career to date, quoting reference AK.6, to:

Sales Training Manager,
ABBOTT LABORATORIES LIMITED,
Queenborough, Kent.

All applications will be treated in the strictest confidence. Initial interviews will be held locally.

C 6996

Riker

Riker Laboratories require a Pharmacist for a position in process development and production departments.

The post will appeal to a young man newly qualified wishing to complete his practical training or one having some industrial experience. As well as providing the opportunity of working in challenging technical fields the post will provide experience in production administration.

The Company offers excellent working conditions and terms of service and the rate of expansion envisaged is such that there are excellent prospects for advancement.

Applicants should write in the first instance to the

Manager, Personnel Department,
Riker Laboratories,
Morley Street, Loughborough

C 6998

AGENTS

AGENTS REQUIRED calling on chemists and wholesalers South London, Middlesex, Surrey and Kent. Take over established connection of toilet and medicinal products. Write: Skuse & Co., Ltd., 839 Harrow Road, London, N.W.10. C 1795

AGENTS WANTED, LONDON AREA, calling on Chemists and Stores, for good quality Bath Preparation that gives exceptional Retail margin and automatic repeat orders. Box C 1784.

FIRST-CLASS AGENTS required in Eire by nationally known U.K. progressive toiletry and hair care manufacturer. Must be well introduced to chemists, stores, etc. Apply with all details in confidence to "Sales Director," Box C 6971.

HAIRDRESSING. Manufacturer of Hairdressers' Supplies requires agents well connected with Ladies' Salons for London area. Box C 1785.

WANTED: Agents or firms to handle well-known American oral preparation, to be sold through the retail chemist trade. Please write to Peter Hill, Messrs. Hill Bros. (Hull), Ltd., 27 Park Street, Hull. C 6989

WANTED

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8. C 140

WANTED: Surplus cameras, enlargers, cine-cameras and projectors, photographic equipment of every description. Surplus and outdated film and paper, large or small quantities. Phone, write or call: Spears (Dept. CD), back Watling Street, Shudehill, Manchester, 4. Telephone BLAckfriars 9432 (5 lines). Bankers: Midland Bank, Ltd. C 613

WE PURCHASE surplus and redundant stocks of every description especially packing material. Spot cash settlement. Reliance Trading Company, 23-25 Charles Lane, St. John's Wood, London, N.W.8. Tel.: JUNiper 0701. C 599

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SHOP CLOSED DOWN. For sale. Bulk drugs, proprietaries, dressings, etc. Small quantities sold. South-west London. Box BM/JPOG, British Monomarks, London, W.C.1. C 1789

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LEGAL NOTICES

THE DEED OF ARRANGEMENT ACT 1914

IN THE MATTER OF A DEED of ARRANGEMENT dated the 13th day of JULY 1964 and registered on the 20th day of July 1964 between ERIC BANISTER formerly trading as P. & A. Bound at 4, Station Road, Sholing in the City of Southampton Wholesale Sundriesman and WALTER THOMAS WELLS TICKLER of 19, Eastcheap, in the city of London Chartered Accountant as Trustee.

NOTICE IS HEREBY GIVEN that all persons claiming to be Creditors of the above who have not already sent in their claims are requested to send in their names and addresses and particulars of their debt or claim to WALTER THOMAS WELLS TICKLER of 19, Eastcheap, London E.C.3 the Trustee on or before Friday the 15th July 1966 in default thereof they will be excluded from any distribution under the said Deed of Arrangement.

DATED this 28th day of APRIL 1966.

W. T. W. TICKLER,
TRUSTEE
C 7003

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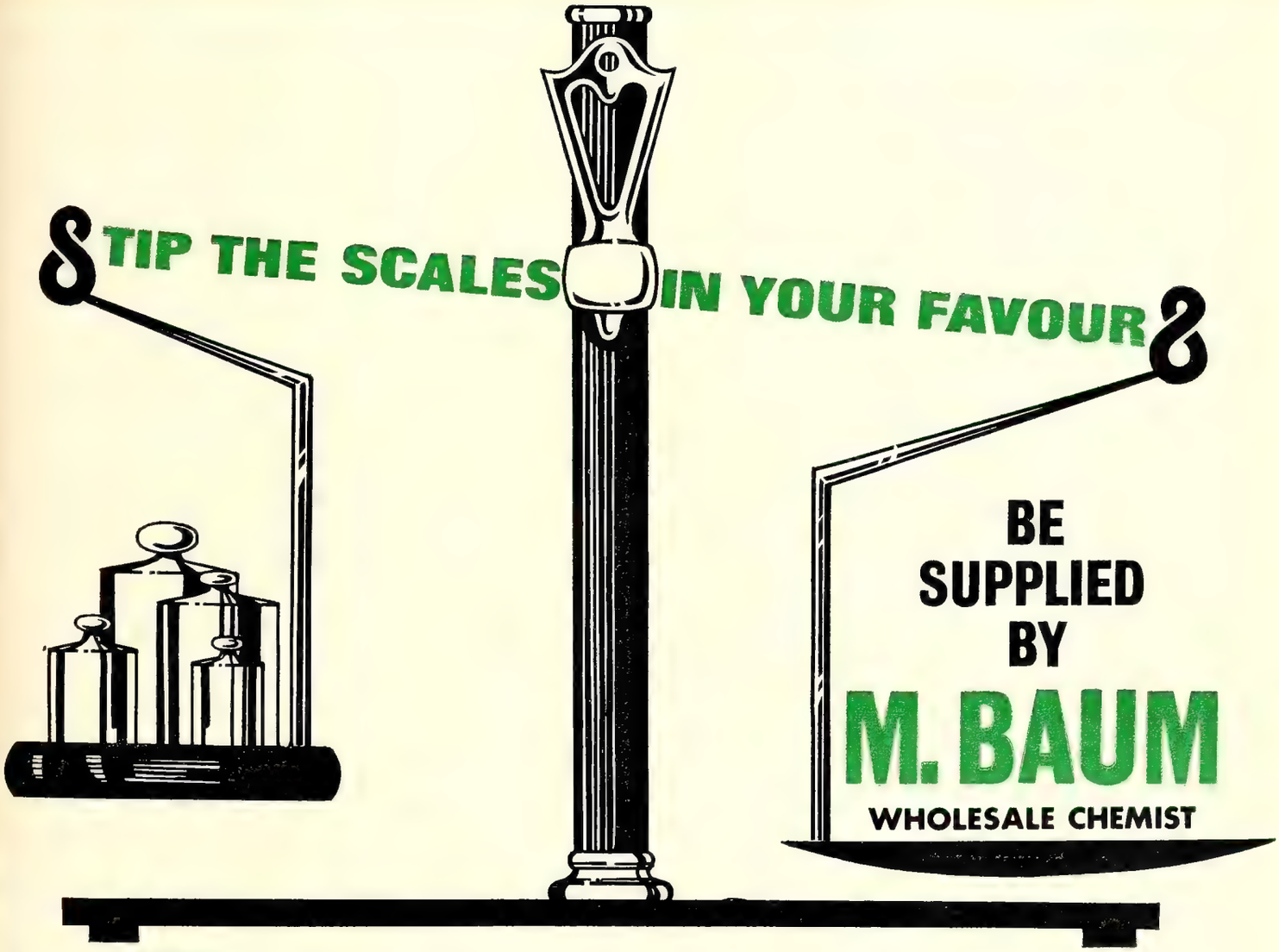

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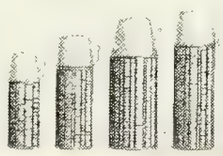

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P.S. Be ready with your showrooms and window displays

Robinson's have the hard sell . . .

A full-scale campaign in Nationa Women's Magazines. Many full pages in glorious selling colour, plus black and white, bringing you an extra share of the profitable baby food market.

Robinson's tell this unique story in WOMAN, WOMAN'S OWN, WOMAN'S REALM throughout the year (Supporting campaign in Professional and Welfare Press

Stock Robinson's Instant Foods and Cereals — Mothers like variety!

IMPORTANT NOTE Two new Instant Food sweets: Pears & Rice; Egg Custard and Cereal. Remember—Instant Food designed to give baby his first taste of adult food. They are the natural follow-on for mothers who already use Robinson's Cer

Plus the soft touch

Great Cuddly Toys Promotion!
Starts May 16. Features three delightful cuddly toys on the back of Robinson's Cereals Packs. There's a choice of a Rabbit, a Panda, and an Elephant. Each is worth 30/-. Mothers get them for £1, plus the tops from two Robinson's Cereal or Instant Foods packs. An irresistible offer. Advertising for cereals appears throughout the year in National Women's Magazines, Professional and Welfare Press.

ROBINSON'S BABY FOODS
CARROW WORKS, NORWICH, NOR 75A.

André Philippe

THE LEADING NAME IN BUBBLE BATH

PLEASE write for prepaid order form

ANDRÉ PHILIPPE LTD., 71-71B GOWAN AVENUE, FULHAM, LONDON SW6 TELEPHONE REN 2194/2397

TO THE ETHICALLY MINDED PHARMACIST

The response by the Medical profession to our ethical preparation PARDALE (the original paracetamol-codein combination) has been so good that we introduce

PANDRIN

for counter sale

Price : 3/6d. retail (P.T. 6d.). Trade price : 2/-

DALES PHARMACEUTICALS LIMITED

Power Road London W.4 (CHI 1441) : Steeton Keighley Yorks (Steeton 3222)

INDEX TO ADVERTISERS

Abbott Laboratories, Ltd. ..... Interleaved Edit., 26
Advanced Linen Service, Ltd. ..... Interleaved Edit., 25
André Philippe, Ltd. 4
Baum, M. (Wholesale Chemists), Ltd. ..... Cover i
Beatson Clark & Co., Ltd. ..... Cover iii
Beautisales, Ltd. 4, 38
Beecham Research Laboratories ..... Interleaved Edit., 27
Boutalls Chemists, Ltd. 38
Brandt, R., & Co. (Mfg.), Ltd. 38
British Dyewood, Ltd. 38
Burroughs Wellcome & Co. ..... Price List Sup., page 1
C. & D. Tablet Chart ..... Cover iv
Carter Bros. 18
Chesebrough-Pond's, Ltd. 39
Colman, J. & J., Ltd. 2, 3
Cow, P. B. (Li-Lo), Ltd. 32
Cox, A. H., & Co., Ltd. 8
Cuxson Gerrard & Co., Ltd. 16
Dales Pharmaceuticals, Ltd. 4
Elida, Ltd. ..... Interleaved Edit., 28
Fencolor Laboratory, Ltd. 38
Freeman, William, & Co., Ltd. 10
Gerber Baby Foods ..... Interleaved Edit., 20
Gnome Photographic Products, Ltd. 10
Guest, Thos., & Co., Ltd. 33
Illingworth, E., & Co., Ltd. 17
Ilon Laboratories 36
International Bottle Co., Ltd. 34
Johnson & Johnson (G.B.), Ltd. 6
Kaymet Co. 36
Langford, F. M., Ltd. 8
Lenton Products, Ltd. 18
Lewis Woolf Griptight, Ltd. 35
Lloyd Hamol, Ltd. 29
Macfarlan Smith, Ltd. ..... Cover ii
Mason, Wm., & Sons, Ltd. 10
Merck Sharp & Dohme, Ltd. 37
Miles Laboratories, Ltd. 5, 7, 9
Newalls Insulation & Chemical Co., Ltd. 12
Ormskirk Photo Services, Ltd. 36
Orridge & Co. ..... Price List Sup., page 14
P & M-Warrick 13
Parke, Davis & Co. ..... Interleaved Edit., 19
Scherer, R. P., Ltd. 30, 31
Thermos, Ltd. 1
The Scholl Manufacturing Co., Ltd. ..... Interleaved Edit., 21, 22, 23, 24
Vitamins, Ltd. 32
Warenzeichenverband Pharmazeutischer Und Chemisher Erzeugnisse E.V. 11
Windsor Soap Co., Roberts, Ltd. 14, 15

"I can most certainly recommend Jochem's"

— writes Mr. T. R. Gibson of London

"My scalp was unhealthy, constantly itched and my hair was falling fast". This was Mr. Gibson's plight seven years ago. He tried many remedies and even went to a hair specialist — all without success. But — "from the first time I used Jochem's", he writes in his letter to Beautisales Ltd., "I have never had any skin trouble or itching and I have definitely preserved what was left of my hair . . . I am very grateful to the person who recommended it to me and am glad to tell people about it."

Jochem's

HORMONE HAIR PREPARATION

Prices: £6.6. per dozen or 11/- per bottle for less than one dozen (all prices plus P.T.) To retail at 18/9 per bottle (inc. P.T.)

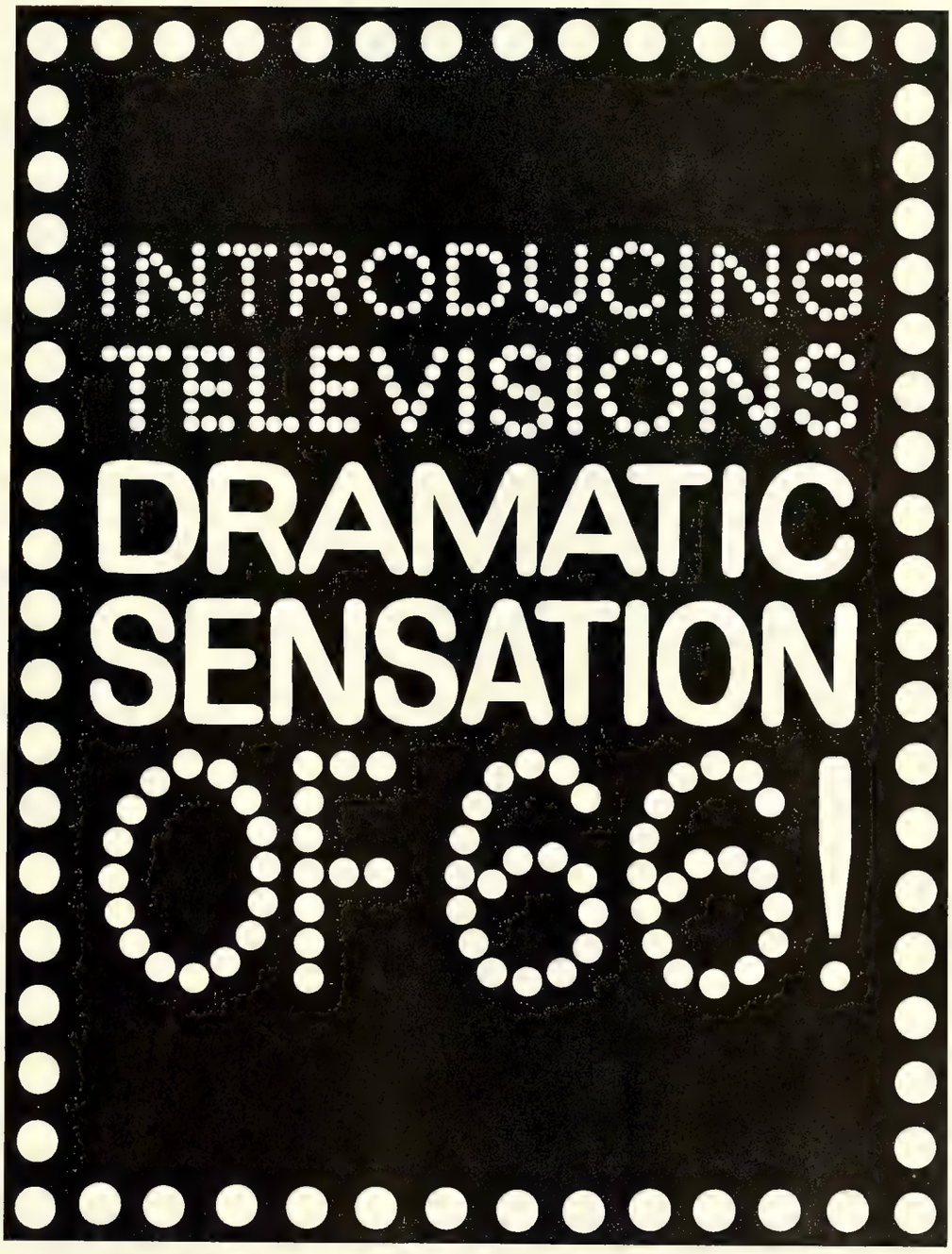
Manufactured under licence and distributed by:-

BEAUTISALES LTD.

35 Old Bond Street, London W.1.

Telephone: HYDe Park 2565-6

Eire Agents: MUR-RA LTD., 38, Lower Stephen Street, Dublin 2



SEE OVER

Do you know which plaster means most to you today?

BAND-AID* Washproof Plasters! Sales are surging ahead to first place in the plastics market.

(And don't forget: plastics hold 50% of the total plaster sales today.)

Like most people, you'll get more and more attached to BAND-AID Washproof Plasters. It pays!

* TRADE MARK

NOW SHOWING

ALKA-SELTZER

One smash hit after another in Alka-Seltzer all new advertising programme

See over for terrific forthcoming attractions

(ALWAYS SOMETHING NEW IN ALKA-SELTZER ADVERTISING)

CALAZEAN—the dual purpose cream

relieves minor skin irritations, inflammation and stings caused by insect bites

1 dozen cartoned tubes in modern display container printed with chemist's name and address, choice of two showcards - 15/6 plus PT
quantity discounts

Please write for sample tube and illlustrated price list of other attractives lines.

ARTHUR H. COX & CO. LTD., BRIGHTON, ENGLAND
Telephone : BRIGHTON 63084 (5 lines)

Stock Up FRAZONE

OXYGENIC BATH SALTS

offer

Increased Profits

The pack with sales appeal

Relief of Muscular Aches and Pains and Tired Feet. A must with every bath.

You've tried the rest. Now; try the best

ANOTHER PRODUCT by
LANGFORD'S
of LONDON

F. M. LANGFORD LTD.

40 WELLCLOSE SQUARE · LONDON E.1 Telephone: ROYal 4743

In this thriller, a stuntman – accustomed to more 'rigours' than most of us! – is beset by a muzzy headache and upset stomach. How does he cope? Beautifully, with Alka-Seltzer, of course.

SEE THE DARING ACROBATS

Jumping fan or not, you'll love this one. Here the trampoline points up the sidelights of living life to the full. It can mean a muzzy headache and upset stomach. Which always means Alka-Seltzer.

Water, water everywhere. The point? An imaginative and riveting portrait in tap water of the discomfort that busy, daily life can bring on. Alka-Seltzer to the rescue.

A cast of thousands! Everything from a champagne glass to Great Uncle Edward's shaving mug goes to prove that Alka-Seltzer relieves muzzy headache and upset stomach.

HEAVY ADVERTISING SUPPORT From mid-May all the way to August (your peak sales period!) 90% of Great Britain will be thrilling to these Alka-Seltzer TV films. Yes, 90%! And most of them will thrill not just once. Not just twice! But 3 or 4 times a month! At your service, a full 30 to 45 seconds each of Silver Screen Hard Sell.

STOCK UP NOW! NOW! NOW! NOW!

B

THE WORLD'S BIGGEST NAME IN HOT WATER BOTTLES

Sell a good Hot Water Bottle - Sell a Suba-Seal

SUBA·SEAL
TRADE MARK

GENUINE SUBA-SEAL
LOOK FOR THE NAME ON THE CAP

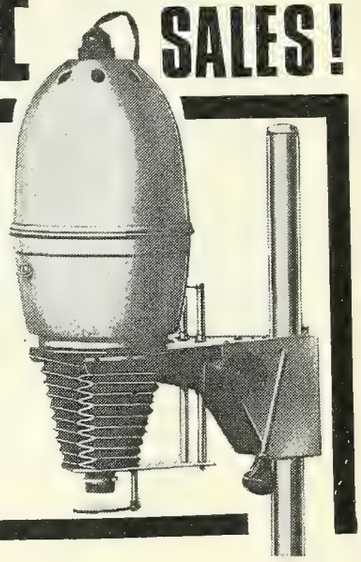
AVOID IMITATIONS

Stock up from the best selling range of hot water bottles ever made. Full Profit Margins. Extra 5% FORWARD ORDER BONUS for orders placed before 30 June for delivery by 31 December. Display stands to support you at the points of sale. Backed by massive consumer advertising.

WILLIAM FREEMAN & CO. LTD.
SUBA-SEAL WORKS, STAINCROSS
BARNSLEY · TEL. BARNSLEY 4081

ENLARGE YOUR SALES!

THE GNOME BETA II 2¼" x 3¼" — 35mm ENLARGER



not only does its job to perfection, it has a kind of built-in sales attraction that shifts it off your shelves —quickly! Embodies many features found only on more expensive models together with the Gnome guarantee of precision construction.

PRICE (with flange) £9-17-4

GNOME photographic

GNOME PHOTOGRAPHIC PRODUCTS LIMITED
GNOME CORNER, CAERPHILLY ROAD, CARDIFF Tel: 6320/1/2/3

NORDIA
SHOPFITTERS TO THE SUCCESSFUL

CAN PUT PROFIT BACK IN YOUR PHARMACY

It costs nothing to let Nordia tell you how we think your shop can be improved, your turnover increased, and what capital outlay is necessary. The service by Nordia's shopfitting consultants—including a modernisation scheme prepared for your business specifically —is friendly and free. Make use of it right away.

I want to know more about the Nordia System of Selling

name _____

address _____

CD/5/66

LEEDS ..... 25 Wellington Street, Leeds. Tel: Leeds 35821
LONDON .... 94 Baker Street, London W1. Tel: Welbeck 9296
DUBLIN .... 94b Lr. Drumcondra Road, Dublin 9. Tel: 371129

GERMED

WARENZEICHENVERBAND
PHARMAZEUTISCHER UND CHEMISCHER ERZEUGNISSE E.V.
117 BERLIN · TELEX 011674 · DEUTSCHE DEMOKRATISCHE REPUBLIK

MEDICINES for
Human
Dental and
Veterinary
Treatment

S-RUT-

C

key to quality

WASHINGTON
CHEMICALS

Salt flows more freely, face powders have gossamer lightness, stomach powders act speedily, plastic and rubber products are tougher—due, so often, to the superior quality of Washington Magnesium Chemicals.
Countless products in everyday use are made better and more reliable thanks to Washington Chemicals, which have been raising standards for more than 100 years.

NEWALLS
Insulation & Chemical Co. Ltd.
A TURNER & NEWALL COMPANY

CHEMICALS DIVISION, WASHINGTON, CO. DURHAM, ENGLAND. Tel: Washington 3333. Grams: NEWCHEM, Washington. Telex: 53413 NEWCHEM WSHNGTN. Area Offices at London and Manchester. Agents throughout the world.

A highly effective product backed by strong TV advertising

Rinstead

PASTILLES

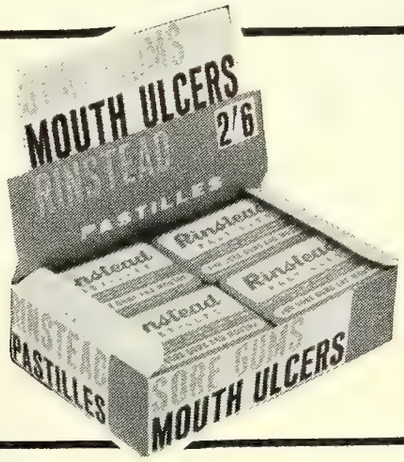
FOR SORE GUMS AND MOUTHS

ANYONE WITH A SORE MOUTH, due to rubbing dentures, mouth ulcers, tooth extraction or any of a score of causes, is a potential customer for Rinstead. This means practically everybody.

RINSTEAD IS PROVED EFFECTIVE. You will have constant repeat business all through the year.

RINSTEAD IS WITHOUT COMPETITION. Ever since the current compelling TV advertising began, sales have been rising meteorically. Many chemists are selling 2 to 3 dozen per week!

RINSTEAD IS SOLD ONLY THROUGH CHEMISTS People will be asking for Rinstead in your shop, so make sure your supplies will meet the ever rising demand.



STOCK UP NOW

Price 17/- per dozen tins packed in attractive counter display outers.

(Retail price 2/6 per tin.)

P. & M-WARRICK
Seymour Rd., London E.10.

TAS/WK.58A

D

FRENCH ALMOND NEVER MISSES!

you CAN'T miss with

French Almond!

A new, delightful fragrance — presented in a range of toiletries with instant appeal to the woman who looks for sophistication when she buys. Sold with lots of oo-la-la and attention-getting fun in her favourite weeklies, French Almond will have a refreshing effect on your beauty-counter sales.

SOLD FOR YOU IN ALL THE BEST PLACES

WOMANS OWN
WOMANS REALM
WOMANS MIRROR

Begins second week in June

Product	Retail
Perfume	8/-
Skin Perfume	8/6
Bath Oil	8/6
Puffer Talc	6/-
Hand Cream	6/-
Toilet Soap	2/-

Restricted distribution to selected Departmental Stores and Retail Chemists.

Enquiries and orders:
ROBERTS WINDSOR LTD., 63 GROSVENOR STREET, LONDON W.1. CITY 6411

FREE to every CARNATION range stockist! This brand new display-dispenser

A robust wire dispenser which provides a colourful and sales compelling counter piece for CHEMISTS ONLY. This stand will feature in T.V. advertisements, make sure you have it well displayed.

...and a Brand New Line in the CARNATION Range!

CARNATION CORN PAINT

In display outers of 12 bottles as illustrated

1966 sees the introduction of yet another sales-winning line in the CARNATION range of foot comforts. Many sufferers have corns where plasters cannot be easily applied or fixed. In such cases, CARNATION CORN PAINT is the ideal solution! Trade Price 13/8d per dozen plus 3/5d P.T. Retail 2/- Special introductory offer on direct orders.

ASK ABOUT THE SPECIAL CARNATION RANGE PARCEL OFFER!

Minimum order value £7 (All goods). Carriage paid £10 (All goods).
NOTE: Small quantities (non-bonus) available from VESTRIC LTD. and B.D.H. Agents

CUXSON, GERRARD & CO. LTD., OLDBURY, BIRMINGHAM. Telephone: BROadwell 1355

COTTON WOOLS

that come in cartons from

ILLINGWORTHS

Smart polythene-wrapped blue and white packs. Modern looks, more convenience, maximum hygiene. 1 oz., 2 oz., 4 oz., 8 oz., 16 oz., sizes. B.P.C. and Hospital Qualities.

Also in Rolls

Pleated in Polythene Bags

Bottle Neck Wool

Respirator & Filter Pads

Blended Wool

A high quality product of
E. ILLINGWORTH & CO. (BRADFORD) LTD.
Shelf Mills, Shelf, Nr. Halifax
Tel: Bradford 76261-9 Grams: Illmond Bradford

C&D

CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 May 14, 1966 No. 4500

CONTENTS

Chelsea School Prize Giving 477
Chemistry of Living Matter 485
Dispensing Doctors 470
Doctors' and Dentists' Pay Rise ... 470
Five-day Week 484
Foot Aids 476
Guide to New Medicaments 482
Guild of Public Pharmacists 484
Importance of Council's Resolution ... 478
Leading Articles:
Whose Right? 479
Overseas Trade in March 479
New Products and Packs 474
Pharmaceutical Society of Great Britain:
Council Meeting 480
Reactions to the New Tax 471
Three Companies to Merge 472
Toxicity of Colouring Materials ... 484

Business Changes 472
Bonus Offers 473
Coming Events 489
Commercial Television ... 490
Contemporary Themes ... 490
Correspondence 478
Deaths 472
Information Wanted ... 473
In Parliament 471
Irish News 468
Legal Reports 472
Local Officers 469
New Films 481
Notes on Medicaments ... 488
Onward from Galen ... 481
Overseas Visits 473
Patents 488
Personalities 473
Prescribers' Press 490
Print and Publicity ... 489
Sport 469
Trade Marks 489
Trade Notes 473
Trade Report 486

Index to Advertisers, p. 4. *Classified Advertisements, p.* 40.

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MORGAN BROTHERS (PUBLISHERS), LTD.,
at 28 Essex Street, Strand, London, W.C.2
Telephone: Central 6565
GLASGOW: 8 Merrylee Road, Newlands, S.3. *Phone:* Merrylee 6356.
LEEDS, 16: 32 Wynford Rise, West Park. *Phone:* Leeds 67 8438.

ANNUAL SUBSCRIPTION
which includes The Chemist and Druggist Diary and Year Book, £4 5s. Single copies 1s. 3d. each (postage 8d.).

ABC MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

© MORGAN BROTHERS (PUBLISHERS), LTD., 1966

Offer this summer

YOUR OWN

NAME
BRAND MARK
COLOUR SCHEME
STYLE

Foot & Bath Salts

INCORPORATING NATURAL HEALING OILS FOR COMPLETE FOOT COMFORT

We prepare the complete job

★ 4 oz. packs, printed in two colours in your own brand or style

★ Film wrapped to enhance the appearance

★ Minimum only 6 dozen

★ At a cost of less than 1/- per packet

6 dozen — 57/- + P. Tax 25%

or

12 dozen — 108/- + P. Tax 25%

SHOWCARDS WITH EACH ORDER

Write for samples and complete details TODAY!

to

Carter Bros., Manufacturing Chemists, Glen Laboratories, Shipley, (Yorks.)

SPRINGTIME
Nylon support stockings 29/6d. per pair.

SUPERFINE
Full-footed, seamed, seamless. Elegantly sheer 63/- per pair

SUPERMESH
Mesh texture gives fine appearance on leg. Seamed or seamless. 63/- per pair.

SUPERFIT
Full-footed, fashioned. Obtainable under N.H.S. 48/- per pair.

SERVICE
Full-footed, seamed or seamless or open-toe. Obtainable under N.H.S. 48/- per pair.

SUPER-FLEX
Ultrafine stockings in Spandex Bri-Nylon. 63/- per pair

Yalcs Nylon Elastic Hosiery is easy to sell!

Because there is a wide range of styles and foot-sizes, and because they are all in true two-way stretch yarn, Yalcs Nylon Elastic Hosiery is really easy to sell.

All leading chemists require surgical hose that is second-to-none in quality, nationally advertised and backed by superlative service. That is why they specify Yalcs.

Leaflets and measurement forms sent on request.

LONDON OFFICE:
6-10 GREAT PORTLAND ST., LONDON, W.1.
TEL: LANgham 1071/2

DISTRIBUTORS FOR EIRE.
REXALL DRUG CO., DAVITT ROAD, DUBLIN 12.
TEL: DUBLIN 56628/9
GRAMS: REXALL, DUBLIN.

LENTON PRODUCTS LTD.

Yalcs

Grove Road Lenton Nottingham.

A member of the Clutsom Group

Combining the cooling and soothing effects of calamine, glycerine and camphor with the powerful antihistaminic and antipruritic effects of Benadryl* (diphenhydramine hydrochloride B.P., Parke-Davis), non-greasy Caladryl* is ideal for alleviating the discomforts of sunburn, prickly heat, insect bites and nettle stings. It is also indicated for the relief of irritation associated with urticaria, herpes zoster, rashes and allergic dermatoses.

Packaging: Caladryl Lotion in bottles of 4 fl. oz. and 80 fl. oz.
Caladryl Cream in tubes of 1½ oz. and jars of 1 lb.

*Trade mark

1866 1966 100th ANNIVERSARY BETTER MEDICINES FOR A BETTER WORLD

(O-1290)

Gerber
BABY FOODS

...mean big business for you in this rapidly growing market

Wide choice of cereals and a variety of Strained and Junior foods in glass jars

Gerber Baby Foods The world's largest makers of baby foods.

BROWN & POLSON Ltd, Gerber Division, Claygate House, ESHER, Surrey. Tel: Esher 62181

40/G

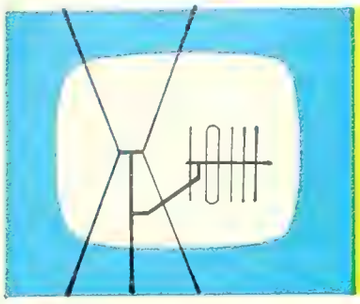
FOOT AIDS ARE PART OF

The MODERN PHARMACY SCENE

Every pharmacy today needs a Foot Aids section. Whatever the size, shape or layout of the pharmacy, large or small, modern or traditional, space for space it pays to have a permanent Scholl Foot Aids display. Let Scholl help and advise.

"A Wonderful Assistant"

IT'S A STIMULATING SENSA

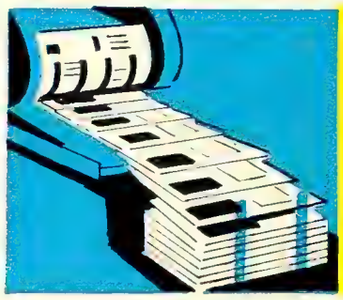


TV PEAK VIEWING TIMES

11 STATIONS

LONDON. MIDLANDS. NORTH. TYNE-TEES.
ANGLIA. WEST OF ENGLAND. T.W.W.
SOUTHERN. SCOTTISH. BORDER. CHANNEL.

and



P

LEA
POP
(

DISPLAY NOW

● Scholl foot exercise sandals brin to you a completely additional sourc of income which competes with n other line.

● Remember last year's results? Thi year our TV advertising is thre times greater. Women's magazines ar in colour. Press advertisements twic as large. Radio advertising is entirel additional. Estimate your sales an order accordingly!

● Your profit per sale is 16/- on fla heel style and 18/- on raised heel, *plu* your settlement discount. It pays t display both styles.

● Imagine the effect of TV and th National Newspapers, Magazines an Radio Advertising . . . all directing th public to the Chemist.

● The profit on Scholl Sandals is to good to miss through being out o stock. Look ahead. Order now.

The nation-wide Adve

Scholl FOOT EXERC

N for PHARMACY PROFITS

SS BIG SPACES
in all the
TIONAL NEWSPAPERS AND
MEN'S MAGAZINES.
in the weekly magazines)

and

RADIO PEAK HOUR
YOU'LL HEAR THE
Scholl Sandal Song for your teen-age customers
RADIO LONDON, RADIO CAROLINE (North)
and RADIO LUXEMBURG.

d ORDER NOW

It is so easy to sell Scholl Sandals. You just display them. These pictures illustrate some effective ways. Show the sandals with the outer border to the front. Place each sandal at an attractive angle with the heel raised as seen above.

ng message is: 'SEE THEM AT THE CHEMISTS'

E Sandals

THE *Scholl* NATION-WIDE MESSAGE of FOOT CARE

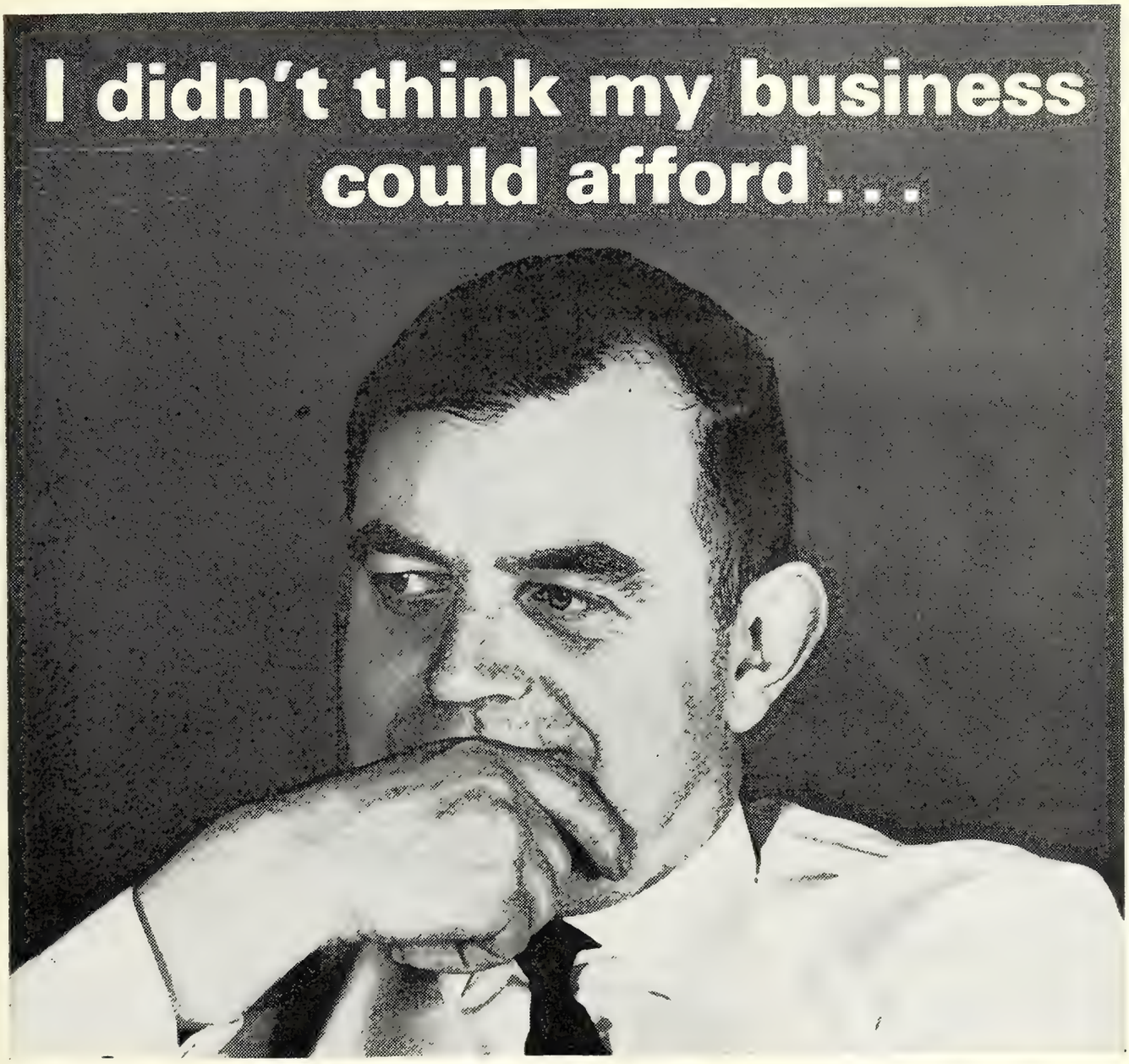
"AT THE CHEMIST'S FOOT COMFORT COUNTER"

Throughout the year, the Scholl national publicity campaign teaches the habit of proper foot care.

90% of all sales of Foot Aids are impulse purchases. Self-selection multiplies your share in this highly profitable field. It is the key to additional all-the-year-round turnover.

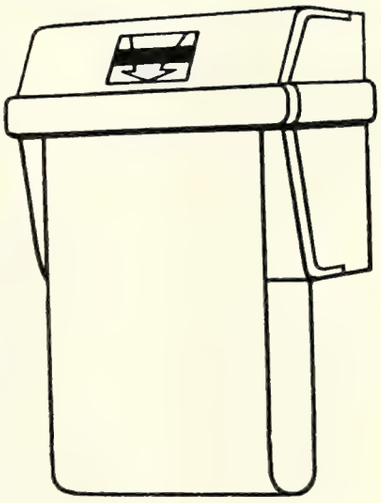
THE SCHOLL MFG. CO. LTD., 182-204, ST. JOHN STREET, LONDON, EC1. CLE 3636

I didn't think my business could afford . . .



. . . Towelmaster!

But one of their people has told me the following facts: there is no capital outlay — there is, in fact, no charge at all for the TOWELMASTER cabinet itself, or its installation. The charge for a 45-yard roll of towelling is 6/-, and each roll provides over 200 clean spaces. I employ seven men, and one roll is ample for a week, though there's always one in reserve. SOAPMASTER completes the washroom transformation — and cuts soap costs sharply.



I'd like more information about Advance Washroom Services

NAME _____

COMPANY _____

ADDRESS _____

_____

TEL No. _____

To: Dept CH1.
Advance Linen Services Ltd.
Stratton House, Stratton St.,
Piccadilly, London, W.1.
MAYfair 8886.

get to the root of seborrhoeic dermatitis and dandruff

dandruff seborrhoea dandruff dandruff seborrhoea dandruff dandruff seborrhoea dandruff seborrhoea

Selsun® is a liquid preparation for treating seborrhoea of the scalp, giving complete control in 81-87 per cent of all cases. Common dandruff is controlled in 92-95 per cent of cases. Relief of symptoms in the majority of people is obtained for one to four weeks, depending on the severity of the condition. Selsun is effective in many cases where shampoos and sulphur preparations have been used unsuccessfully. Selsun® is a suspension of 2.5 per cent selenium sulphide, with detergent added for ease of application and rinsing. Supplied in bottles of 4, 2, and 1 fl. ozs.

Selsun®

® Selsun is a registered trade mark of
ABBOTT LABORATORIES LIMITED · QUEENBOROUGH · KENT

WHEN ANXIETY DISTORTS...

Benvil

RESTORES EQUANIMITY

Benvil relaxes tension, calms agitation, and restores well-being in the moody, dejected patient. In clinical trials with this new compound, notable improvement occurred without undue sedation, even where previous medication was considered equivocal. Reports also suggest freedom from habituation or addiction, but it is nevertheless advisable to follow the precautions normally applying to these compounds.

Dosage: One capsule three times a day and one at bed-time. (This may later be adjusted to 3-6 capsules per 24 hours.) Available as blue/white capsules each containing 350 mg. tybamate, in canisters of 50 and 250.

Benvil* is a product of
Beecham Research Laboratories
Brentford, England

*Regd.

Stop press from ELIDA

Facts and figures speak for themselves.

Take Sunsilk.

Sunsilk has been brand leader in the shampoo market in chemists for years. Sales figures for 1965 were well up on those for 1964.

Why is Sunsilk so popular?

One reason is because Sunsilk has been developed by experts to cater for every kind of hair—dry, greasy, dull or normal.

The second reason is the massive advertising behind Sunsilk.

This year, Sunsilk shampoos will be backed up by 61 full colour pages in all the major women's magazines *plus huge coverage* on Radio Luxembourg, Radio Caroline and Radio London, reaching 98% of the country's women.

And now, starting next week, there's a massive, hard-selling national TV campaign too, keeping Sunsilk well in the public eye.

Sunsilk sales are going to go on and on soaring! So make sure of your share of Sunsilk sales and stock up—on all 4 Sunsilk shampoos—today!

Sunsilk

BRITAIN'S FASTEST-SELLING SHAMPOO

Sunsilk is made by ELIDA of Paris, Vienna, London—
the people who make Sea Witch · Harmony · Melody · Twink and Pin-Up.
Elida Ltd., 43 Portman Square, London W.1

Lloyds' new product launch with 14 to the dozen bonus offer

BONJELA—A UNIQUE TOPICAL GEL FOR THE TREATMENT OF INFLAMMATORY AND TRAUMATIC LESIONS OF THE MOUTH

bonjela
An antiseptic pain relieving jelly for the mouth

Direct mail launch to every general practitioner and dentist in the country and extensive representative sampling

The introduction of a new treatment for a variety of mouth and gum conditions—based on a choline salicylate gel—was recently hailed with remarkable enthusiasm in the United States. One series of clinical tests, for instance, showed a significant aid to healing in 93% of cases.

This product is now available in Britain under the name of Bonjela, and is to be launched by direct mail to every doctor and dentist in the country and heavily advertised in leading medical and dental journals.

It is also to be introduced to the trade by a generous bonus offer of 14 packs for the price of 12.

It is not going to be advertised to the public, but prescription and recommendation sales from the medical and dental professions are almost certain to bring a large and probably sudden demand, for this is a unique formula and a remarkable product.

Stocks are available at all wholesalers and the price structure is:

Trade price	32/6 per doz. + tax
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Selling price	54/- per doz.
	4/6 each
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Chemists are strongly advised to get in adequate stocks as soon as possible. Literature will be sent on request by writing to the address below.

bonjela
An antiseptic pain relieving jelly for the mouth

LLOYDS' PHARMACEUTICALS LIMITED,
36-38 Berkeley Square, London, W.1.

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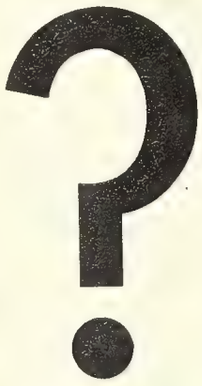

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—you want a dispenser that's reliable, colourful, adaptable and different? Here it is—in the distinctive shape and colour of your choice.

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(soluble, expendable—even edible—it's perfect for almost anything from flavourings to pharmaceuticals, paints to perfumes, sweets to squeeze-out creams).

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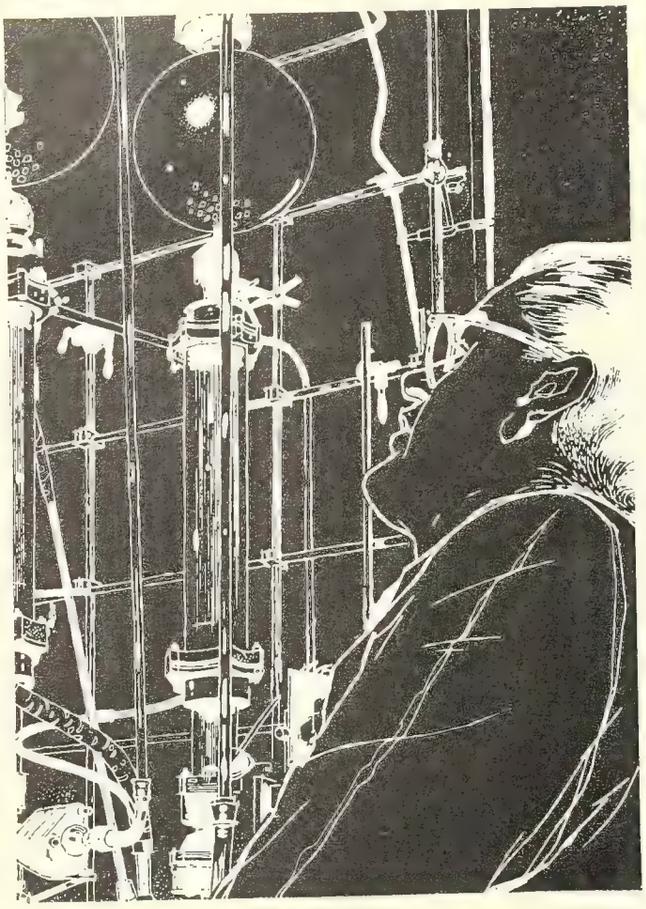

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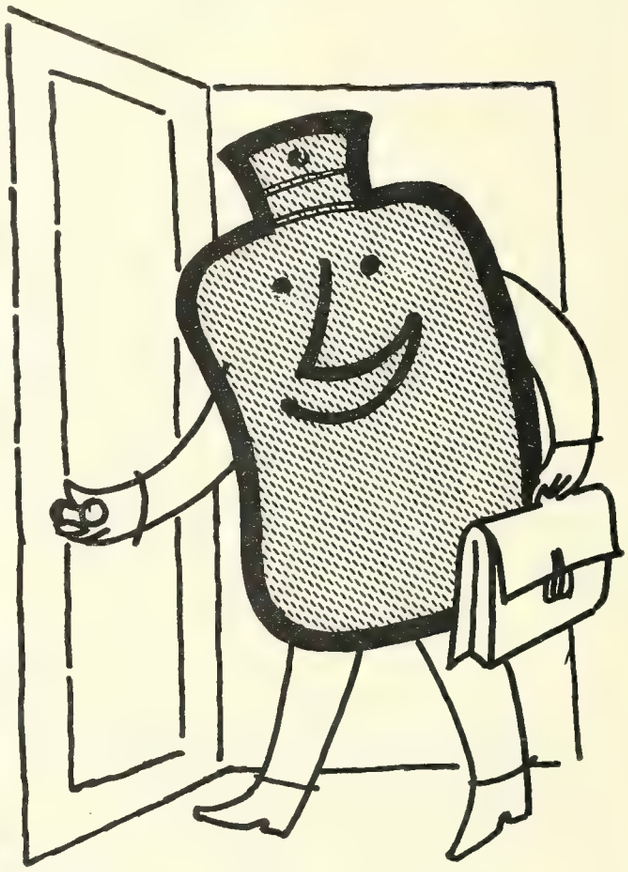

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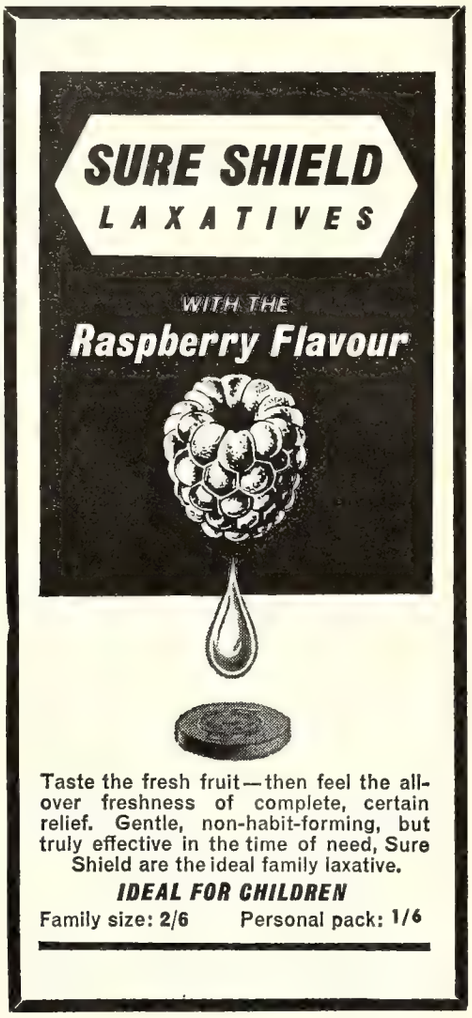

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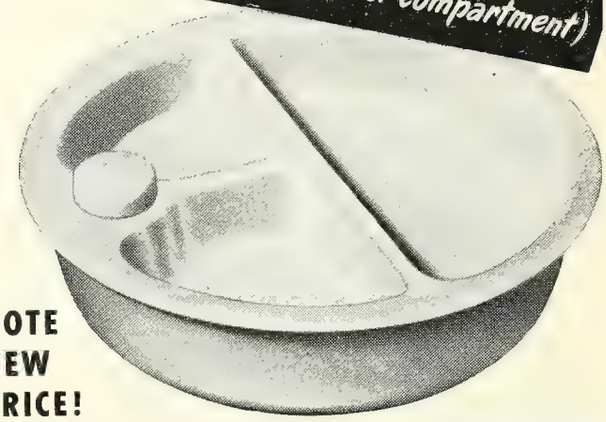

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The Kaymet Company present their IMPROVED Keepwarm Feeding Dish, now being moulded in UNBREAKABLE hygienic plastic.
Available in Blue, Primrose, White, Pink. Packed in newly-designed Gift Box.

RETAIL PRICE **10/6** *Including Purchase Tax. Wholesale enquiries invited*

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BOILS A daily dressing will remove pain and quickly clear up condition.

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'Tyrozets' Summer Bonus

The special bonus terms for 'Tyrozets' which were so well received last year are being offered once again—and are in operation NOW. You know the demand—make certain of your stocks!

This Summer bonus gives you one dozen vials FREE in a special display pack with every parcel of six dozen vials ordered:

a net profit on outlay of 75 per cent equivalent to 1s 1d on every 2s 6d vial sold.

'Tyrozets' are available as lozenges containing 1 mg tyrothricin, 5 mg benzocaine, in vials of 12. 'Tyrozets' is a registered trademark.

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Over the years Beautisales have received hundreds of letters acclaiming the effectiveness of Gill's Shampoo—the original and still the most efficient medicated shampoo for the certain removal of even the most stubborn forms of dandruff. It brings complete relief from scalp irritation and leaves the hair glossy, soft and supple. Here's a shampoo that fulfils its promise, with delighted users—and a constant increase in demands. You can recommend it with complete confidence.

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Medicated **SHAMPOO**

Prices: Bottles 2/11d. (Inc. P.T.)—trade 20/- per dozen. Sachets 9d. (Inc. P.T.)—trade 5/- per dozen, minimum order 3 dozen in attractive counter display carton. *All trade prices plus Purchase Tax.*

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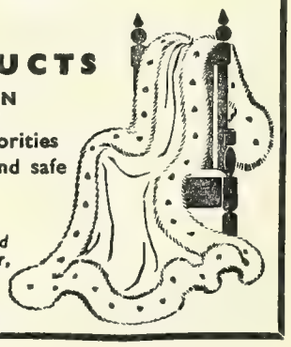
New terms give 33⅓% discount.



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spray'n stay... costs less looks new gets new formula!

Now Pond's Spray 'n Stay is better than ever.
It has a new low price, a new eye-catching pack, *and* a new improved formula.
Spray 'n Stay is now available in an entirely new 6oz. aerosol pack as well as the 8 oz. size and the 16 oz. economy can. During May and June only a special offer of 12 for 11 on the 6 oz. can, gives you the lowest ever Spray 'n Stay trade price of 30/- per dozen (recommended retail price 4/6d) and tremendous profit margins.

Fabulous consumer offer. On every introductory pack of the 6 oz. Spray 'n Stay Aerosol there is a special offer for your customers. One shilling off their next purchase of any Spray 'n Stay Aerosol from your pharmacy.
One of the largest consumer offers ever made in the hair spray market.
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PREMISES

IDEAL FOR CHEMIST, no competition. Four-bedroomed detached property with shop, large gardens, brick garage. Blackpool Road, Preston. Freehold £5,750. Tel.: Preston 56407, after 6 p.m. Preston 57343. C 7013

OXFORD. In established shopping parade on Council Housing Estate between Headington and Cowley. Good, modern lock-up shop with storage space, cloakroom and garage. Three-bedroomed maisonette available. Suitable for pharmacy or drug store. To be let by Public Tender for any trade not already represented on the parade. Closing date 3rd June, 1966. For full particulars form of tender and to view apply City Estates Surveyor, City Chambers, Queen Street, Oxford (Tel.: 49811). C 7016

APPOINTMENTS

ANCOATS HOSPITAL, OLD MILL STREET, MANCHESTER, 4

Chief Pharmacist (Category III)

required for this busy acute general hospital. The department is integrated within the North Manchester H.M.C. Group Pharmaceutical Service and is responsible for the Group Syringe Service. The post is one which carries considerable responsibility, and opportunity exists for experience to be gained by a candidate of the right calibre. Applications to the General Superintendent and Secretary at the above address, stating age, experience and qualifications, together with the names and addresses of three referees. Applications to be received by the 1st June, 1966. (Ref. 3857.) C 6997

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS

Dispensing Assistant

required for modern well-equipped department. Pleasant working conditions. Whitley Council salary plus London Weighting. Apply to Chief Pharmacist. C 7040

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS

Locum Pharmacist

required for modern well-equipped department. Pleasant working conditions. Whitley Council salary plus London Weighting. Apply to Chief Pharmacist. C 7005

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Locum Pharmacists

for relief duties during summer holiday period at four hospitals within the Group. Accommodation available if required. Apply to Chief Pharmacist, Bethnal Green Hospital, Cambridge Heath Road, London, E.2 (Telephone: ADVance 3413). C 767

CENTRAL GROUP H.M.C. (BETHNAL GREEN HOSPITAL), CAMBRIDGE HEATH ROAD, LONDON, E.2

Senior Pharmacist

required for modern department in acute general hospital (300 beds). Situated within few minutes of Central Line Underground. Residential accommodation available if required. Salary scale £1,040-£1,295 plus London Weighting. Applications with details of qualifications and experience to Hospital Secretary. C 757

FULBOURN HOSPITAL, CAMBRIDGE

Chief Pharmacist

Applications are invited for the post of Chief Pharmacist Category II at this progressive psychiatric hospital of 870 beds.
Salary £1,190 rising by annual increments to £1,505 per annum.
Possibility of housing accommodation being made available by the local Rural District Council.
Applications giving age, experience, etc., with names of two referees to the Group Secretary. C 7018

HAMMERSMITH HOSPITAL AND POST-GRADUATE MEDICAL SCHOOL, DU CANE ROAD, LONDON, W.12

Pharmacist

required at above Teaching Hospital (Category V).
Post offers interesting work and excellent experience; exceptionally pleasant working conditions, in modernised department. One Saturday in three off. No Saturday afternoon or Sunday duty. Late Clinic duty approximately once a week for which payment or time off in lieu is given.
Salary scale £955—£1,200 plus higher qualification allowance (where applicable) and London Weighting of £45/£55 per annum (which will shortly be increased to £75 per annum).
Applications in writing, giving age, experience and names of two referees to Chief Pharmacist. C 7039

MILE END HOSPITAL, BANCROFT ROAD, LONDON, E.1

Locum Dispensing Assistant

required for the period 23rd May to 11th June, 1966. Rate of pay for qualified applicant £12 17s. per week plus London Weighting. Unqualified £11 9s. per week plus London Weighting. Apply to the Chief Pharmacist. (Tel.: ADV. 4855, Ext. 258.) C 6979

MILE END HOSPITAL, BANCROFT ROAD, LONDON, E.1

Locum Pharmacist

required for the period 16th May to 9th July 1966. Rate of pay £23 12s. 6d. per week plus £1 1s. London Weighting. Apply to the Chief Pharmacist. (Tel.: ADV. 4855. Ext. 258.) C 6980

MOORFIELDS EYE HOSPITAL

Senior Pharmacist

Applications are invited for the post of Senior Pharmacist to take charge of the Sterile Products Department in this Post-Graduate Teaching Hospital. Interesting appointment in modern, well-equipped department with opportunity to assist in formulation problems. Duties finish at 4.30 p.m. Monday to Friday; Saturday 1 p.m. with alternate Saturday free. Whitley Council salary and conditions of service. Applications to Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 7041

MOORFIELDS EYE HOSPITAL

Dispensing Assistant

Applications are invited for the post of Dispensing Assistant. Interesting work in modern, well-equipped department. Duties finish at 4.30 p.m. Monday to Friday; Saturday 1 p.m. with alternate Saturday free. Whitley Council salary scale. Applications to Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 7042

NORTH WIRRAL HOSPITAL MANAGEMENT COMMITTEE, VICTORIA CENTRAL HOSPITAL, SURGICAL UNIT, LISCARD ROAD, WALLASEY, CHESHIRE

Senior Pharmacist

Applications are invited for the above appointment at this hospital. Please send applications to the Hospital Secretary as soon as possible. C 6985

QUEEN CHARLOTTE'S MATERNITY HOSPITAL

Dispensing Assistant

required. Accommodation in a nurses' home may be available if required. Applications to the Chief Pharmacist at the hospital, Goldhawk Road, W.6. C 6973

QUEEN CHARLOTTE'S MATERNITY HOSPITAL

Pharmacist

required for established post. Accommodation in a Nurses' Home may be available if required.
Applications to Chief Pharmacist, Queen Charlotte's Maternity Hospital, Goldhawk Road, W.6. C 6974

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1

Locum Pharmacist

required at this Hospital. Salary £24 13s. 6d. per week. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 758

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1

Senior Pharmacist

required for the Out-patient Department of the above Hospital. This is a congenial post for a person who enjoys dealing with patients and medical and nursing staff and who wishes to keep abreast of the latest developments in drug treatment. Salary on the scale: £1,040 + £40 to £1,160 + £45 to £1,295 plus London Weighting and Higher Qualification allowance. Evening Clinic weekly for which a payment of £2 8s. 9d. is made. Applications to the Chief Pharmacist. C 775

SHOTLEY BRIDGE GENERAL HOSPITAL, CONSETT, Co. DURHAM

Pharmacist

Applications are invited for the appointment of Pharmacist at the above hospital (541 beds) which is also the Group pharmacy. The department is equipped with facilities for manufacturing and sterile work. A new central sterile supply department has recently been opened and will provide good experience for the successful applicant. Salary on the scale £955—£1,200 per annum. Residential accommodation can be arranged for a single person.
Applications, giving details of age, qualifications and experience and naming two referees to Hospital Secretary as soon as possible. C 7001

ST. GEORGE'S HOSPITAL, TOOTING GROVE, S.W.17

Senior Pharmacist

required for new and well-equipped Pharmacy in Undergraduate Teaching Hospital. Accommodation available for single person. Salary scale £1,095—£1,350 p.a. Apply to Secretary, St. George's Hospital, Tooting Grove, S.W.17. C 7043

ST. ALBANS CITY HOSPITAL, ST. ALBANS, HERTS
Dispensing Assistant
Male or female, required. Previous experience an advantage. Whitley Council salary and conditions of service. Applications to Chief Pharmacist. C 759

THE ROYAL NATIONAL THROAT, NOSE & EAR HOSPITAL, GRAY'S INN ROAD, LONDON, W.C.1
Lady Dispenser (full-time)
Salary according to Whitley Conditions. Apply Chief Pharmacist, The Royal National Throat, Nose & Ear Hospital, Gray's Inn Road, London, W.C.1. TER. 8855. C 770

WEST PARK HOSPITAL, EPSOM, SURREY
Dispensing Assistant
(Apothecaries' Hall) required for large busy psychiatric hospital (three pharmacists). Salary scale £517 (at age 22) rising to £697, plus £75 London Weighting. Single accommodation available. Five-day week.
Apply, naming two referees, to the Secretary, West Park Hospital, Epsom, Surrey. C 7004

WEST PARK HOSPITAL, EPSOM, SURREY
Senior Pharmacist
required for this modern psychiatric hospital. Five-day week. Salary range £1,040—£1,295 per annum plus London Weighting.
Apply immediately naming two referees to the Group Secretary who will be pleased to supply any information requested. C 7006

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Proposed
UNIVERSITY OF BRADFORD
(Bradford Institute of Technology)
SCHOOL OF PHARMACY
(Chairman: J. M. Rowson)
Applications are invited from suitably qualified pharmacists for a position in the PHARMACY PRACTICE Section of the subject of Pharmaceutics. The Section is concerned with undergraduate and post-graduate teaching of the professional and sociological principle of the practice of pharmacy in industry, hospitals, the National Health Service and in retail organisations. A considerable volume of research work is being carried out in this field.
Candidates should be registered pharmacists and should have had wide experience in an administrative or executive position. Additional qualifications in related field of socio-economics would be advantageous.
The successful candidate will be appointed at Senior Lecturer, Lecturer or Assistant Lecturer level according to experience and qualifications.
Salary Scales:
Assistant Lecturers: £1,105 x £75 to £1,180 x £80 to £1,340 per annum.
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The initial salary will be according to qualifications and experience; the post is superannuable. Removal expenses (up to a maximum of £150) may in certain circumstances be paid.
Application forms and further details of the appointment may be obtained from the Registrar, Bradford Institute of Technology, Bradford 7. Completed applications should be returned by June 1st, 1966. C 7008

SITUATIONS VACANT

GENERAL

TRANSLATORS, qualified chemists, experienced with chemical texts, required spare-time. Telephone, typing, essential. Preferably resident London area. Box C 1803.

OPPORTUNITY for young experienced male pharmacist to assist managing director in progressive wholesale and retail chemists in Oldham. Full opportunity and good salary to keen ambitious man. View to early succession. Box C 1768.

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MANAGER REQUIRED for small branch in Hayes, Middlesex. Would suit Pharmacist seeking a permanent post. Age no bar. Comfortable self-contained flat and garden. No rota or Sunday duty. Salary and commission. Apply stating usual details. Snowden, 99 Central Road, Wembley, Middlesex. C 1801

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Have Vacancies for Branch Managers, also Senior and Junior Executives.
Candidates must have Pharmaceutical experience and preferably between the ages of 25-35.
Please write to Personnel Manager, giving full details of experience, etc. C 7009

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age 30-35 with experience of Chemist and Department Store trade to sell range of toiletry and medicinal products in the following areas:—

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Remuneration will be by way of basic salary and incentive bonus. Luncheon allowance provided and Company car supplied.

Apply giving full details including age, experience and present remuneration to:—

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67 Effra Road,
S.W.2

C 7015

UNQUALIFIED MAN OR WOMAN required for Tablet Dispensary and Packing Department of a Manufacturing Chemist in South London. The post involves deputising for the Packing Manager and offers an interesting opening in a small independent Manufacturing Company. Matthews & Wilson Limited, Morrish Road, London, S.W.2. TULse Hill 9481. C 1808

YOUNG MALE PHARMACIST
required to undertake control laboratory work with independent pharmaceutical manufacturing company in Wembley area. Salary according to age and experience. Contributory pension scheme. Full particulars to Box C 1806.

TABLET MAKER
with coating experience required to assist in immediate development and expansion of existing tablet department of Manufacturing Chemists situated in a pleasant Midlands city. Write, giving full details of experience and present salary, to:—
Production Manager,
E. H. Butler & Son, Ltd.,
5-19 Brunswick Street,
Leicester
C 7019

TABLET MANAGER
REQUIRED TO TAKE CHARGE OF DEPARTMENT

Applicant must be thoroughly experienced and responsible, and familiar with all aspects of pharmaceutical tablet making and packaging. Permanent, progressive position, top salary. Apply in confidence:—

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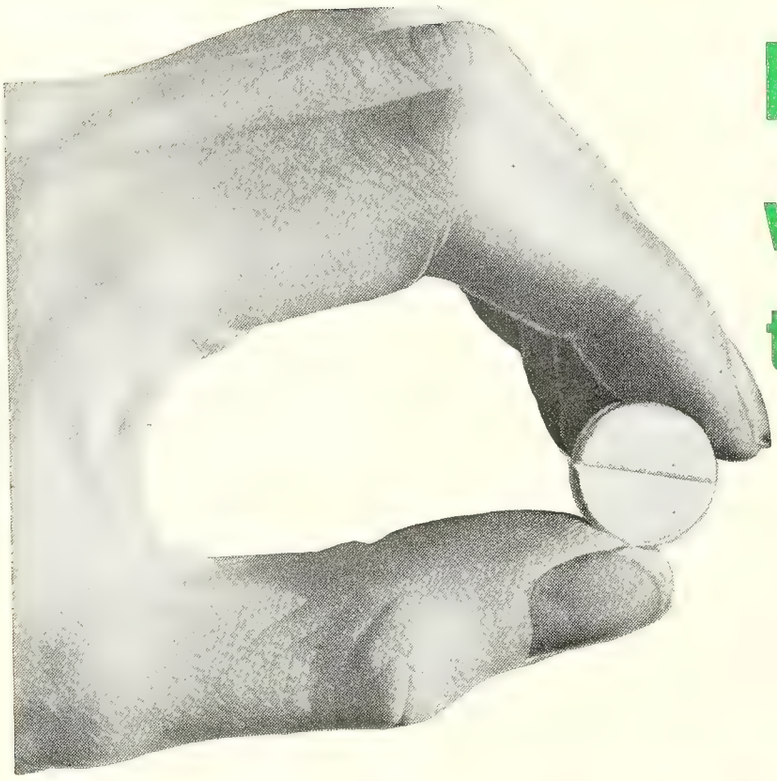

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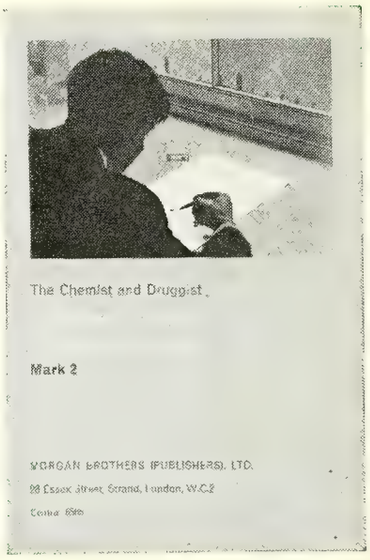

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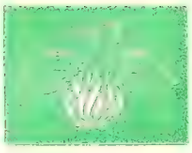

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CHEMIST AND DRUGGIST

MAY 21 1966

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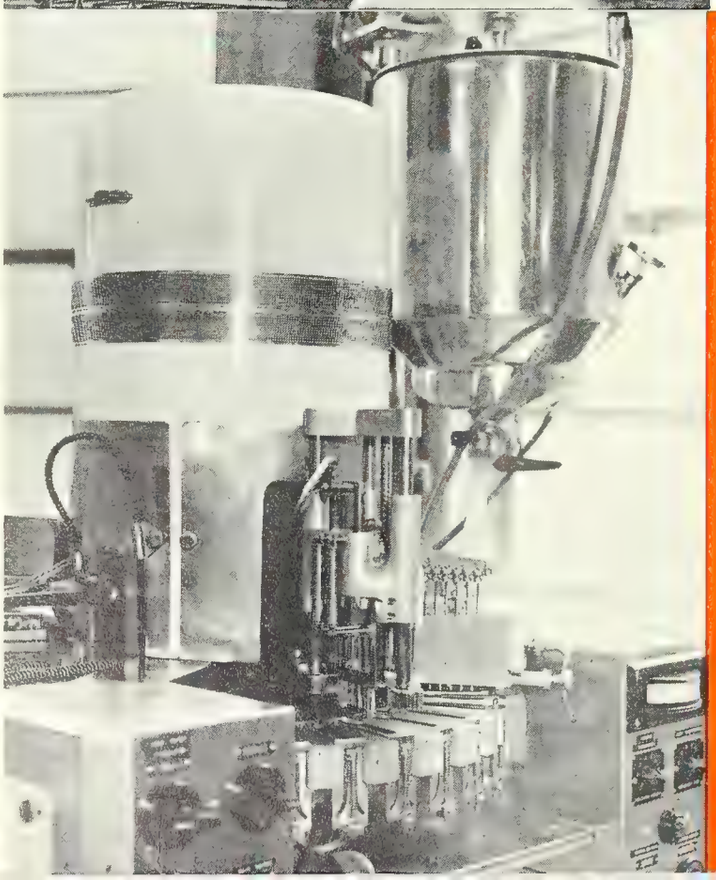

3

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2 Installing a big fluid bed drier at our Brighton factory.
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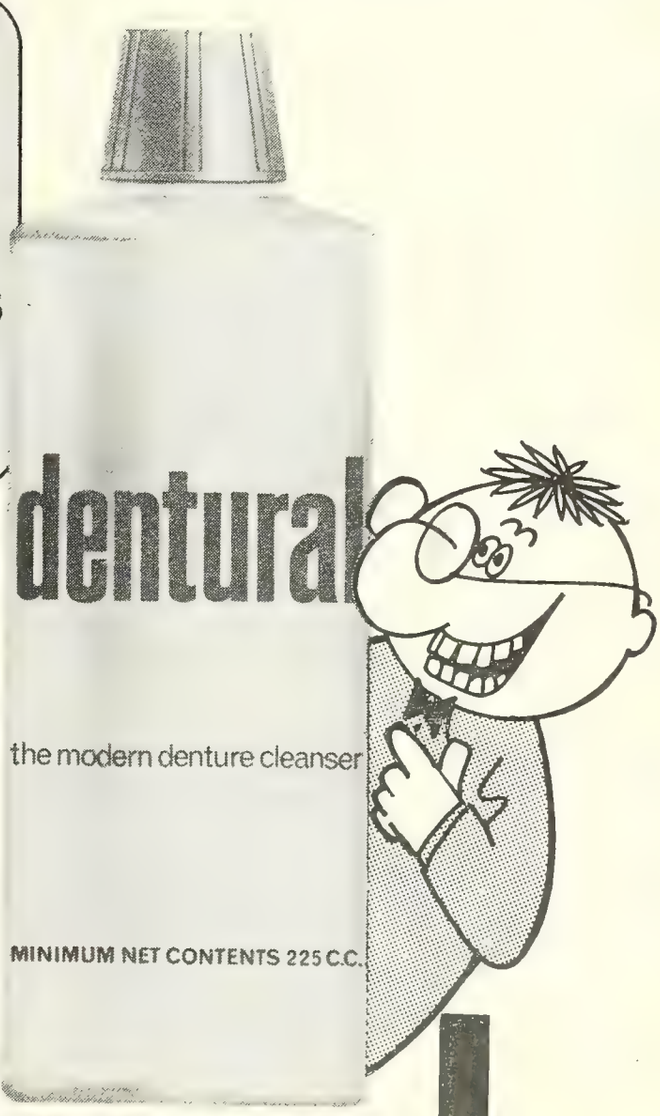

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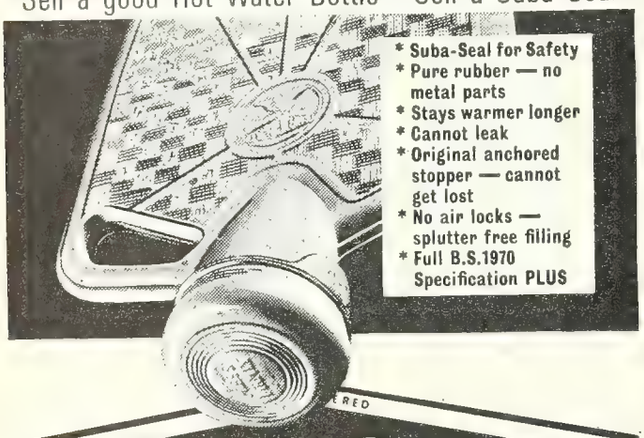

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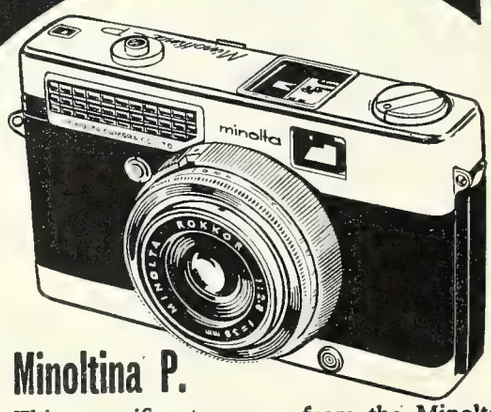

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INDEX TO ADVERTISERS

André Philippe, Ltd. 4
Beecham Food & Drink Division (Lucozade) 5, 7, 9, 11
Beecham Food & Drink Division (Quosh) ..... Interleaved Edit., 15
Brown, N. C., Ltd. 10
Burrough, James, Ltd. 4
Burroughs Wellcome & Co. ..... Price List Sup., page 1
Calfos, Ltd. 6
C. & D. Tablet Chart 32
Carter Bros. 4
Cataline & Co., Ltd. 10
Chesebrough-Pond's, Ltd. 25
Corre, A., & Son, Ltd. ..... Price List Sup., page 14
Counterpoint Equipment, Ltd. 31
Cox, A. H., & Co., Ltd. ..... Cover ii
Cussons, Sons & Co., Ltd. 26, 27
Dae Health Laboratories, Ltd. ..... Cover iv
Fencolor Laboratory, Ltd. 24
Freeman, William, & Co., Ltd. 2
Goddard, J. G., & Co., Ltd. 10
Goya, Ltd. ..... Interleaved Edit., 22
Heron, John, Ltd. 24
Japanese Cameras, Ltd. 2
Kimberly-Clark Corporation, Ltd. 29
Laughton & Sons, Ltd. ..... Interleaved Edit., 16
Lewis Woolf Griptight, Ltd. 3
Litesome Sportswear, Ltd. 6
Lloyd Hamol, Ltd. 12
Macarthys, Ltd. 13
Mason, Wm., & Sons, Ltd. 12
Maund & Berg, Ltd. 24
Max Factor Hollywood & London (Sales), Ltd. Interleaved Edit., 18, 19
Merck Sharp & Dohme, Ltd. 28
Nairn-Williamson, Ltd. ..... Cover iii
Optrex, Ltd. (Eyedew) 12
P & M-Warrick ..... Front Cover
Pharmaceutical Products, Ltd. (Dentural) 1
Polaroid (U.K.), Ltd. ..... Interleaved Edit., 20
Rabin, I. & N., Ltd. 24
Reckitt & Sons, Ltd. 8
Servotomic, Ltd. ..... Interleaved Edit., 21
Silber, J. J., Ltd. 30
Strenol Products, Ltd. 4
V-Development, Ltd. 24
Versatile Fittings (W.H.S.), Ltd. 14
Vincent, L. E., & Partners, Ltd. 10
Vitamins, Ltd. ..... Interleaved Edit., 17
West Mount Chemical Co., Ltd. 23

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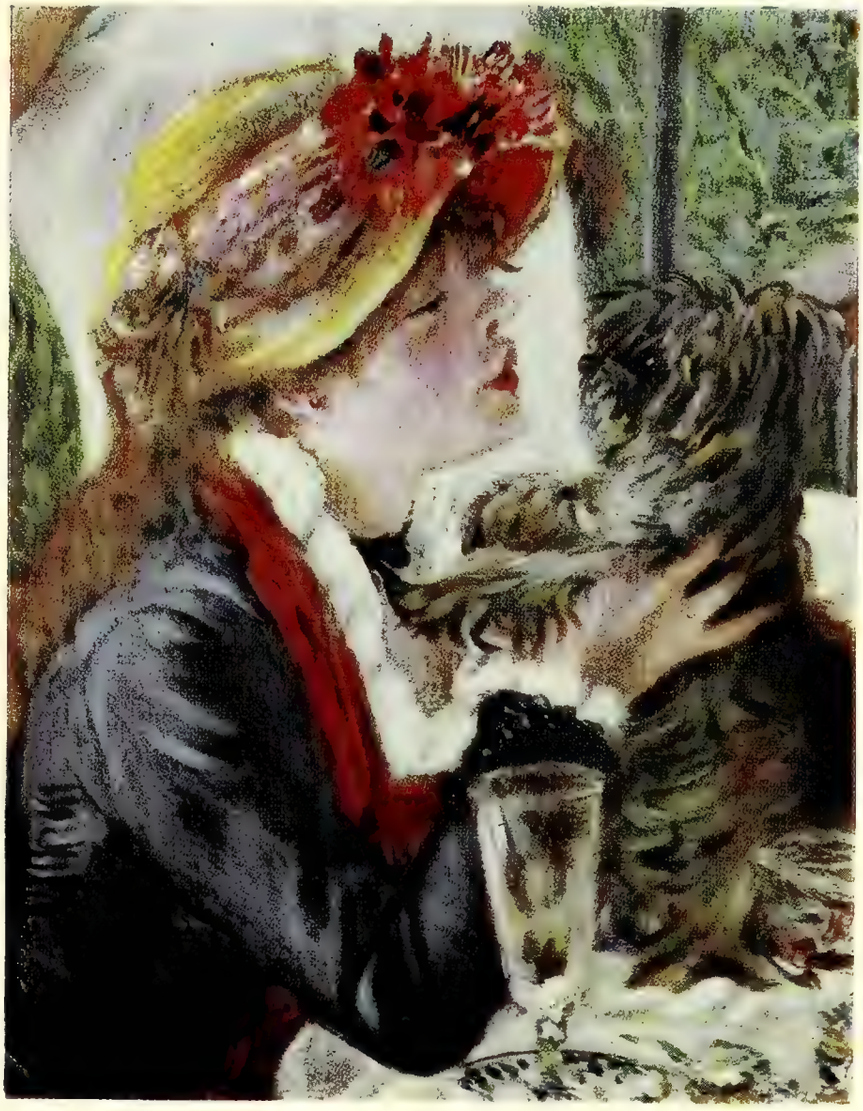

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Actual size 22¼" x 17¼"

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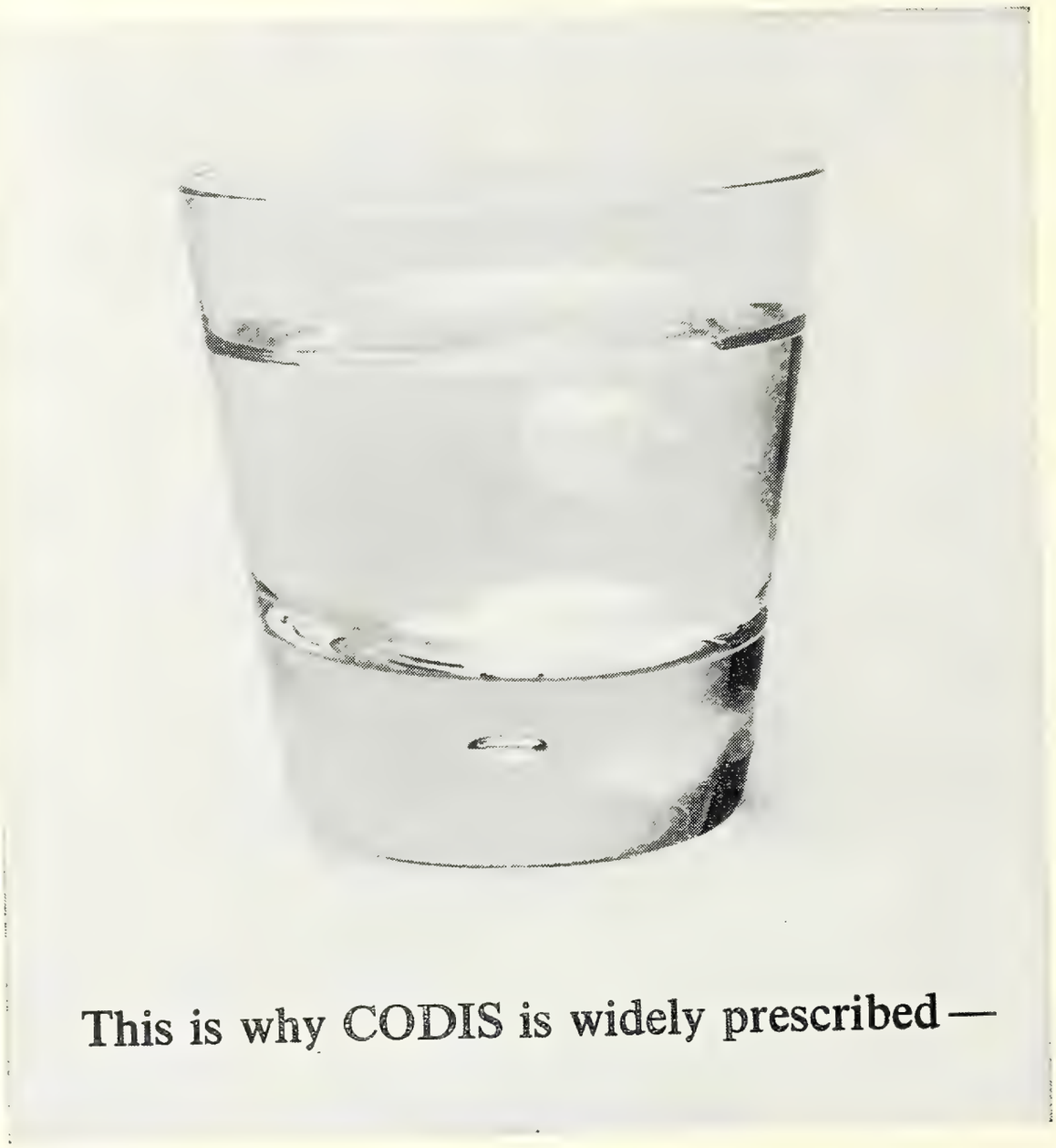

it dissolves in water for quick relief and less risk of gastric irritation

Codis contains soluble aspirin, phenacetin and codeine. The reason why it has won general acceptance is that the aspirin content is soluble and substantially neutral.

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Harrison's 'Junk Harbour'
Actual size 17¼" x 22¼"

and a 'new master'!

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GENEROUS PROFIT MARGIN ON EVERY SALE!

NATIONALLY ADVERTISED

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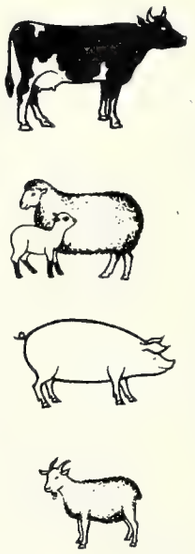
* DOES NOT TAINT THE MILK



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Wide acceptance by the farmer is one good reason why the practical chemist stocks **CATALINE**—others include regular advertising, regular sales, plus an excellent profit margin for every stockist. Retail price 5/4 per bottle.

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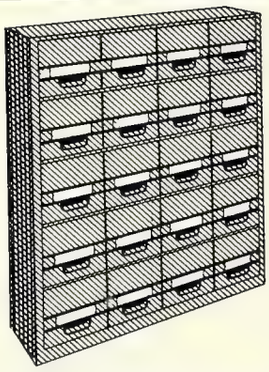

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It won't be advertised to the public, but prescription and recommendation sales from the medical and dental professions are almost certain to bring a large and probably sudden demand, for this is a unique formula and a remarkable product.

Stocks are available at all wholesalers and the price structure is:

Trade Price	32/6 per doz. + tax
Purchase Tax	8/1½ per doz. (25%)
Selling Price	54/- per doz.
	4/6 each
NHS price	2/8½ each + tax

Chemists are strongly advised to get in adequate stocks as soon as possible. Literature will be sent on request by writing to the address below.

LLOYDS' PHARMACEUTICALS LTD., 36-38 Berkeley Square, London W.1
An associate company of LLOYD-HAMOL LIMITED

EYE DEW
beautiful eyes
COMPETITION

The following Chemists should expect calls from the winners of the above competition. Each caller will present a voucher for £10 against the purchase of cosmetics. Keldon Ltd., the distributors of Eye Dew will honour these vouchers in cash.

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name.....

address.....

CD/6/66

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Most pharmacists know that Macarthys seven depots each with its own fleet of vans deliver all orders quickly and efficiently.

Most pharmacists know that Macarthys quality control ensures the high standard of products that bear our name.

Most pharmacists know that Macarthys carry an exceptionally wide range of pharmaceuticals and ethicals.

Most pharmacists know that because of this, all dispensing requirements can be met on one order.

did you know?

Macarthys Limited
Chesham House, Chesham Close, Romford

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C&D

CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 May 21, 1966 No. 4501

CONTENTS

Any Business Questions? 503
A Pharmacist's Anthology 505
Drug Industry Denied Fair Play ... 494
Eastbourne Branch Dinner (cartoon) ... 507
Food and Drug Chemistry Symposium (concluded) 509
Fourteenth Franco-British Congress ... 495
Irish Drug Association 508
Leading Articles:
Where Information is Wanted ... 503
New Films 503
New Products and Packs 500
Pharmaceutical Society of Ireland:
Council Meeting 504
Pharmacists' Salaries 492
Shopshow, 1966 508
Statutory Committee 506
Topical Reflections 493

Branch Events 506
Business Changes ... 498
Coming Events 513
Company News 497
Contemporary Themes ... 509
Correspondence 502
Deaths 499
Information Wanted ... 500
In Parliament 497
Legal Reports 497
Local Officers 493
Manufacturers' Activities 500
New Companies 513
Overseas News 502
Overseas Visits 499
Patents 512
Personalities 498
Prescribers' Press 514
Prescription Poser ... 502
Print and Publicity ... 513
Trade Marks 512
Trade Notes 500
Trade Report 510
World Trade 514

Index to Advertisers, p. 4. Classified Advertisements, p. 33.

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Beneath those trim lines and that smooth black finish you're made of steel. And you're so versatile! Thanks to those special twist-lock (and twist-release) connectors, you can be used over and over again in an endless variety of display forms without any hammering or welding. And another thing: you can be stored or transported much easier because of the simple way you can be dismantled. What's the matter, dear? Of course I'm not treating you like a piece of equipment, I was talking to the Versi-form contemporary tube that makes light of my display problems. If you don't believe me, fill in the coupon and send it to Versatile Fittings (WHS) Ltd, at 10 New Fetter Lane, London, EC4

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Versi-form half-inch square for light displays, light in-store fixtures, over-counter displays, and light exhibition work.

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Plastic Jars
Trade 34/- doz.
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Tubes No. 2 Trade 11/5 Retail 1/8
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Constantly advertised in Women's Magazines

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Retail 5/6 each

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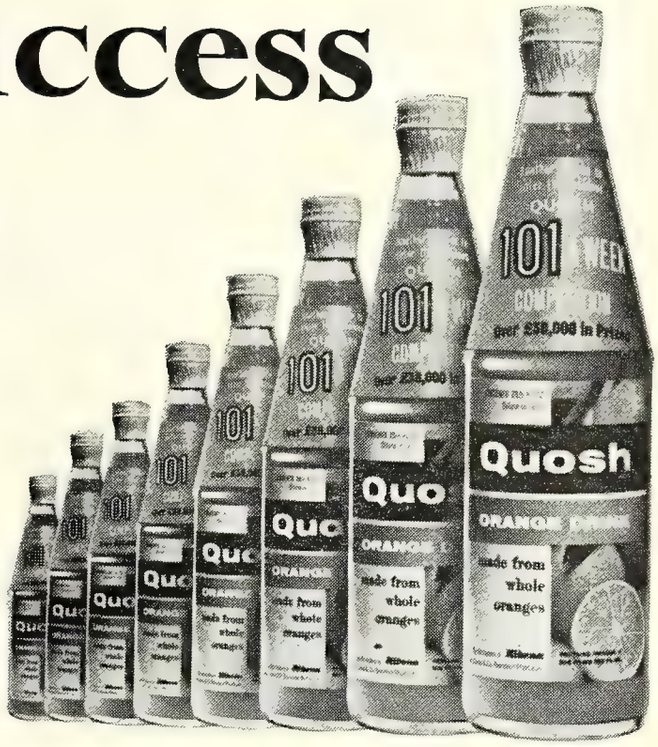
Latest figures say Quosh 101-a-Week Competition even bigger success than last year.



Thousands of entries have already been received in the Quosh (and Quosh Chekwate) 101-a-week Competition. And the first consumer competition draw does not take place until 25th May. And after that there are eleven more weekly draws right up to 10th August, with 1,111 more Kenwood Chefs to be won by your customers. And still plenty of prizes to be won by Quosh stockists, including that new Rover 2000. So, if you haven't already done so, place a big order for Quosh now. Remember the Quosh 101-a-week competition is backed by heavy national T.V. advertising – and Radio too! You just can't lose.

Quosh

Quosh comes in 6 – yes, 6 fabulous flavours: Orange, Lemon, Lime, Lemon Barley, Bitter Lemon and Pineapple and Grapefruit. And Quosh Chekwate comes in 3: Orange, Lemon and Lime.

38 PROVEN LINES on one striking display occupying only 2 sq. ft. of floor space. Brushes, rollers, combs, grips, curlers of Lady Jayne quality in attractive packs for eye-catching self-service.

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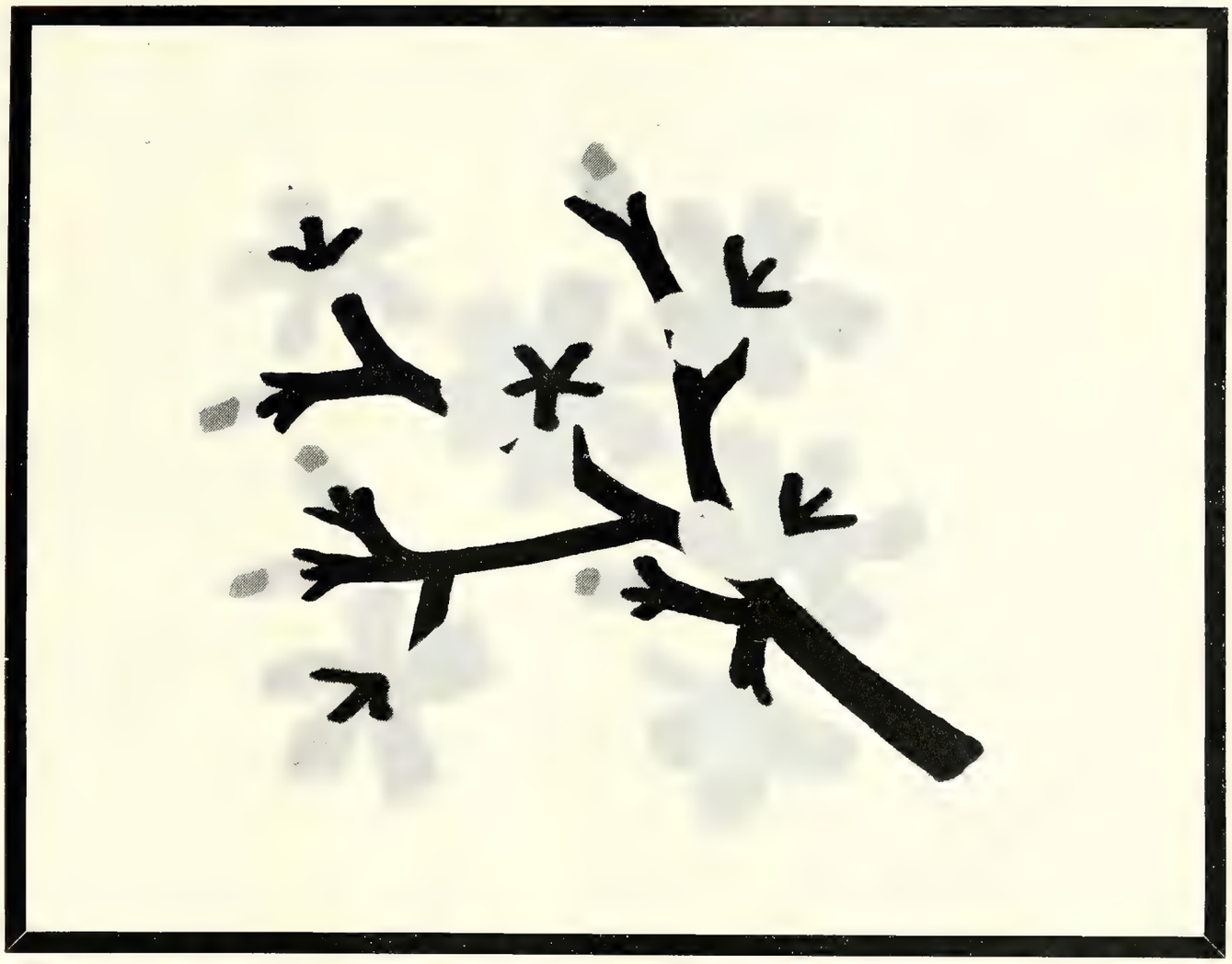

At least 18,000 pregnancies confirmed each week

Based upon Registrar General's live birth returns for 1964.

The care of women in pregnancy rests with the G.P's, the hospital and the welfare service. The pharmacist, however, has special responsibilities in meeting the prescription needs of these very special customers. His skill, experience and ability to provide professional reassurance are valuable adjuncts to ante-natal care. In carrying out that task, the pharmacist knows that the preparations of Vitamins Limited conform to his own exacting standards.

A range of preparations designed for pregnant and lactating women.

PREGNAVITE FORTE (F)
Iron and vitamin supplement, with *folic* acid

PREGNAVITE FORTE
Iron and vitamin supplementation

PREGNAVITE
Contains essential iron and vitamins

For prescription and counter

Vitamins from Vitamins Limited

NEW MARKET! NEW PRODUCT!

NEW 'SALES WINNER' FROM MAX FACTOR

Just display this dispenser prominently—and leave the rest to family pride. All your customers will be with Max Factor in starting the most delightful family habit that ever brought you sale after sale after sale.
Everyone will use Max Factor Family Deodorant Spray, as naturally as they brush their teeth.

SURE TO HIT HOME

AND NATIONAL ADVERTISING AIMED RIGHT AT FAMILY PRIDE

WHAT MAKES A NICE FAMILY

EVEN NICER?

Max Factor provides the answer. Starts the most delightful habit that ever made a nice family even nicer. It's a deodorant for sharing! Max Factor's new Family Deodorant—sprays on in seconds. Leaves *only* day-long freshness behind. Just put it in the bathroom and everyone will use it—as naturally as they brush their teeth. Such a simple way to start a delightful family habit. **6/3**

MAX FACTOR
Family Deodorant SPRAY

AT THE FAMILY PRICE **6/3**

MAX FACTOR
Family Deodorant SPRAY

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We'll demonstrate the Polaroid Swinger on T.V. You demonstrate it in the shop.

And we'll both make a lot of money.

Well, we've finally built a 10 second Polaroid Land camera that everyone can afford.

So, naturally we don't plan to keep it a secret.

We're spending over £96,000 this year to demonstrate the Swinger on T.V. (Not to mention the £33,000 we're also spending in magazines and national newspapers.)

Millions of people will see for themselves–over and over again–what this £9.19.6 Polaroid camera can do. Take black and white pictures in 10 seconds. Just like the expensive models.

What the people won't see is the Swinger's unique photometer that flashes "yes" when the exposure is right, and "no" when the exposure is wrong.

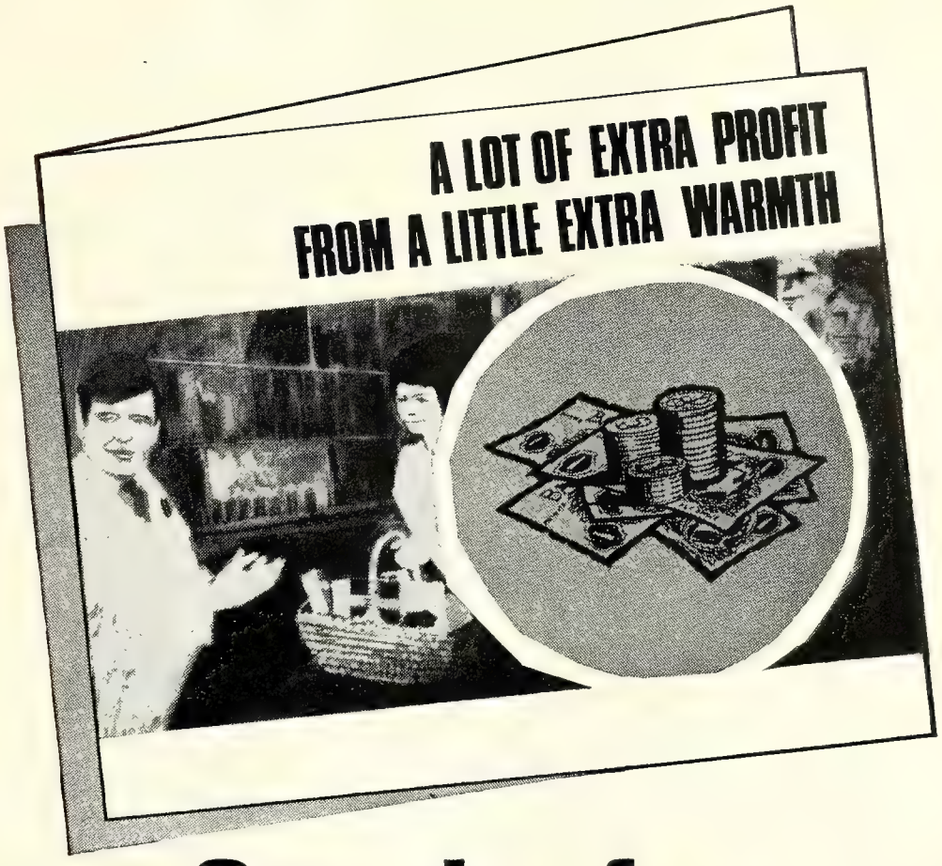
That's where you come in.

Why not set up your own demonstration right in the shop. So everyone can see the Swinger (and its photometer) in action–right on the spot.

It won't hurt.

In fact, we'll both be the richer for it.

POLAROID IS THE REGISTERED TRADEMARK OF POLAROID CORP. CAMBRIDGE MASS. U.S.A. SWINGER IS A TRADEMARK OF POLAROID CORP. CAMBRIDGE MASS. U.S.A.



Get the facts on GAS-FIRED SERVOWARM SHOP HEATING

See how much you can save on running costs

It pays to bring your customers in from the cold. To give them a warm welcome throughout the winter months—as you can, now, with Servowarm Shop Heating. A central heating system, extremely compact, efficient and economical, that will help so much to boost your profits when you need to boost them most. Servowarm Shop Heating is just the kind of heating you have been waiting for so long. Find out all about Servowarm Shop Heating now.

TEAR OFF THIS COUPON AND POST TODAY

Please send me the fully illustrated leaflet describing Gas-Fired Servowarm Shop Heating

NAME.....

ADDRESS.....

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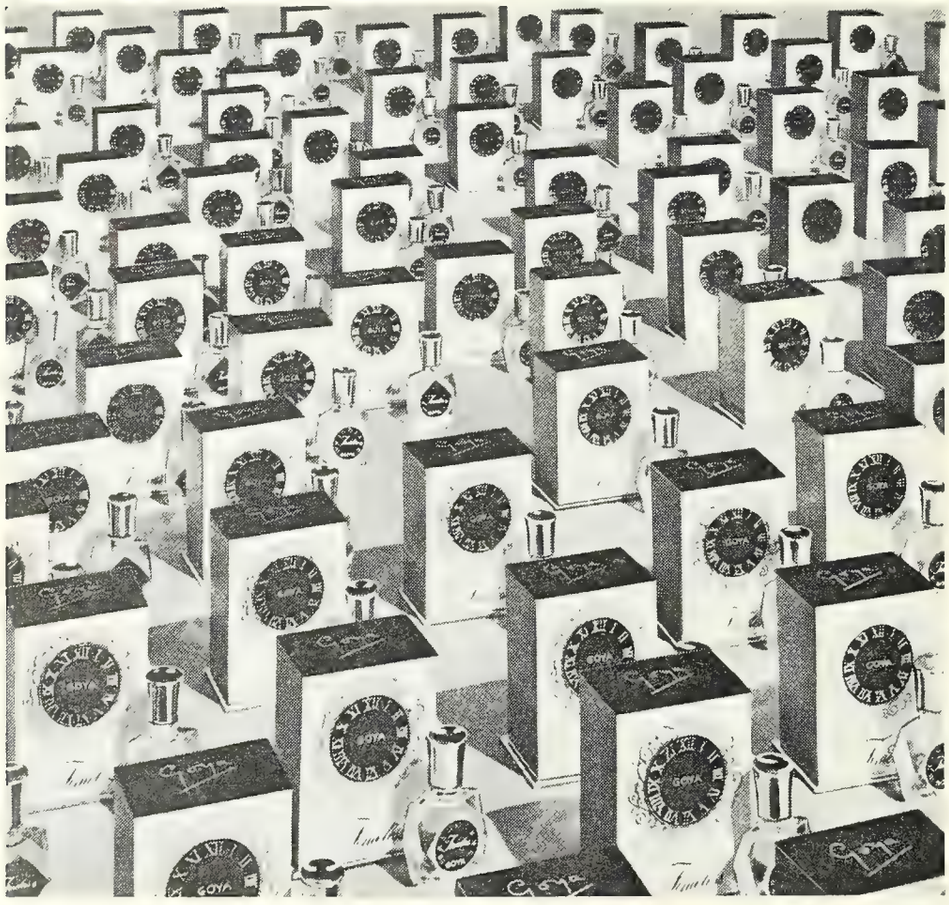
A MEMBER OF THE GKN GROUP OF COMPANIES

To: SERVOWARM CENTRAL HEATING
199 The Vale, London W3. Tel: SHEpherd's Bush 1244

21CD5

Timeless

creates an all-time record



The launch of Timeless has been the most successful launch in the history of Goya fragrances. Buyers all over the country have shown tremendous interest in this classic new perfume. Their verdict: Timeless is destined to be one of the great perfumes of our time. Heavy advertising starts in mid-June. So stock up now and display this classic new perfume from

Goya

WASP-EZE SELLS ITSELF

Instant pain reliever backed by big advertising in Woman!

Get ready for big Summer sales of Wasp-eze, the important new breakthrough in medical science. Developed by doctors to give instant relief from the pain of wasp and all insect, nettle, and jelly-fish stings, while healing them at the same time, revolutionary Wasp-eze spray is the family's answer to some of Summer's major hazards. Big, bold advertisements in **Woman** will tell millions of Mums the good news — spray on Wasp-eze and say goodbye to tears. This unique aerosol medication, with its special formulation, kills pain instantly, then gets to work to prevent swelling and counteract the harmful effects of the poison.

Wasp-eze is a new line backed by strong promotion. It means profitable extra Summer business for you. National distributors are Vestric Limited. Your representative has all the details – be sure to see him next time he calls. Wasp-eze is a chemist-only line.

West Mount Chemicals Ltd.,
P.O. Box No. 18, Roker Avenue, Sunderland,
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Patent applied for

A BANK LOAN FROM LOMBARD CAN SOLVE MANY PROBLEMS

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RECOMMENDED FOR NERVES, HEALTH & ENERGY —FROMENT HAS A LOVELY NUTTY FLAVOUR WHICH EVERYONE ENJOYS.
DOUBLE SIZE (28oz) FAMILY PACK ONLY 6/- 14oz. CARTON 3/3 7oz. CARTON 1/9
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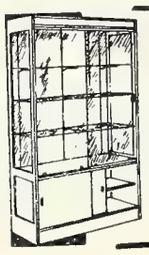

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Over half this pack is profit for you

YOU GET 13 to the dozen . . . free pack in advance.
YOU GET massive advertising support in Mother and Baby magazines and Nursing Journals.
YOU GET the full backing of a National Sampling Campaign that will introduce Q-Tips to 800,000 new mothers.

UP TO 54% PROFIT ON RETURNS · COMPARE THIS WITH OTHER BRANDS Q-TIPS · THE BIG PROFIT EARNER IN THE BABY MARKET

THIS OFFER · 13 TO THE DOZEN IS FOR MAY/JUNE ONLY OR WHILE STOCKS LAST. ASK YOUR WHOLESALER FOR DETAILS OF THIS Q-TIPS OFFER NOW.

A CHESEBROUGH-POND'S HEALTH PRODUCT

Why change the Imperia

IT'S GETTING ALONG FAMOUSLY

Because the public is ready for an extended range. (Just cast your eyes over the photograph. That's the extent and appeal of the new Imperial Leather Men's Range. New products, new packaging to extend the appeal and success of the range to a whole new market)—all at popular prices. Cussons Imperial Leather Toilet Soap has set the standard of profitability. Steady and high. And that's the way it's going to be with the New Imperial Leather Men's Range. Come August, massive colour advertising in top women's magazines —they buy the gifts remember.

Cussons

IMPERIAL LEATHER

FOR MEN

–a real money spinner

eather men's range?

introduction to you with special bonuses

PARCEL A

Large After shave
Large Brilliantine
Large Hair Grooming
Small After Shave
Small Brilliantine
Small Hair Grooming
Hair Cream
Shave Cream
Shaving Stick Refill

mended Selling Price 8.14.10.
rd Trade Price (inc.Tax) 6. 5. 3.
m Profit £2. 9. 7.

Bonus— **10/-** Cheque, or Bonus to the value 13/9.

PARCEL B

Dozen		Dozen	
2/12	Aerosol Hair Grooming	8/12	Small Hair Grooming
2/12	Aerosol Deodorant	5/12	Large Hair Grooming
2/12	Aerosol Shave Foam	1	Solid Brilliantine
1.8/12	Small After Shave	6/12	Shower Talc
8/12	Large After Shave	6/12	Shaving Cream
1.2/12	Small Brilliantine	6/12	Hair Cream
5/12	Large Brilliantine	1	Shaving Stick Refill
		1	Shaving Stick Complete

Recommended Selling Price 17.19. 3.
Standard Trade Price (inc.Tax) 12.17.11.
Minimum Profit £5. 1. 4.

Plus Bonus— **20/-** Cash/Cheque, or Bonus stock to the value 27/6.

Each parcel includes pre-packed dispenser units and pack crowners.

PARCEL C

Dozen	
1	Aerosol Deodorant
1	Aerosol Hair Grooming
1	Aerosol Shave Foam

Recommended Selling Price 11.5.0.
Standard Trade Price (inc.Tax) 8.3.9.
Minimum Profit £3.1.3.

Plus Bonus— **10/-** Cash/Cheque, or Bonus stock to the value 13/9.

'Tyrozets' Summer Bonus—closes May 31st

The special terms for 'Tyrozets', now in operation, close in 11 days time—ELEVEN DAYS to stock up an adequate reserve of these fast-selling, fast-acting throat lozenges. Do not delay—do not miss this splendid opportunity.

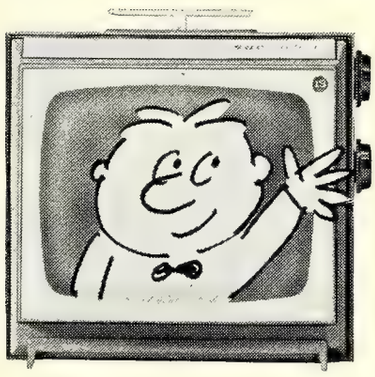
This Summer bonus gives you one dozen vials FREE in a special display pack with every parcel of 6 dozen vials ordered:

a net profit on outlay of 75 per cent equivalent to 1s 1d on every 2s 6d vial sold

'Tyrozets' are available as lozenges containing 1 mg tyrothricin, 5 mg benzocaine, in vials of 12.
'Tyrozets' is a registered trademark

Obtainable from
Merck Sharp & Dohme Limited, Hoddesdon, Herts Tel: Hoddesdon 67123

second winning week in the GREAT KLEENEX TV CONTEST



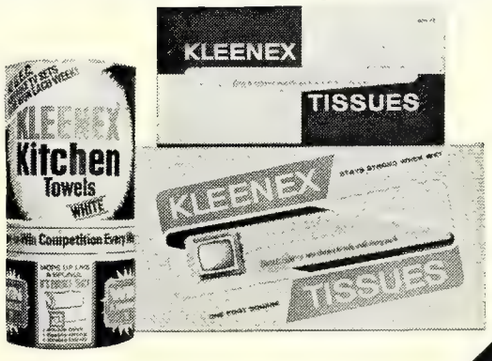
and there are six more to come!

Six more winning weeks in the greatest-ever Kleenex★ promotion ! Already 80 portable TV sets by G.E.C. have been won by Kleenex customers—all over the country. And there are 240 still to be won—over six weeks of sustained consumer excitement.

And that means six more big-selling weeks for all Kleenex products!

Sales are still increasing—don't miss your share of this fantastically successful promotion

DISPLAY NOW FOR SIX MORE WEEKS OF KLEENEX PROFITS!



Kimberly-Clark Ltd., Larkfield, Maidstone, Kent

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- On/Off switch
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- Helical focusing

£13 - 13 - 0

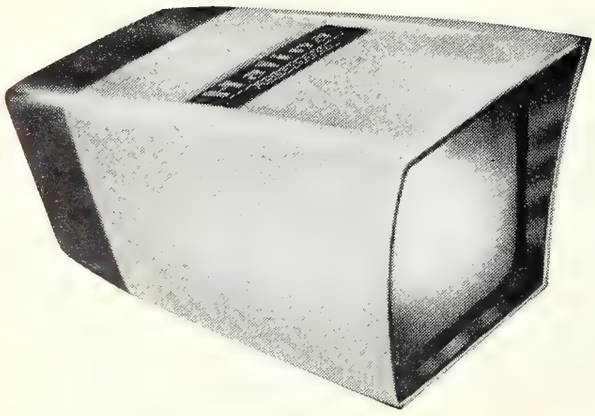
300 watt lamp £1 13. 0

HALINA 2″x2″

TABLE VIEWER

- Extra large CHANCE PILKINGTON lenses
- Hood styling cuts out extra light
- Extra large magnification - 2½ times
- Overall illumination NO HOT SPOT
- Battery operated - takes two U11 batteries
- Tilts back in standing position

27/6 U11 Batteries 5d each



HALINA

AMBASSADOR

- Battery or daylight viewing
- CHANCE PILKINGTON precision lenses
- Accepts all 2″ × 2″ slides
- NO HOT SPOT
- Tilts back in standing position
- Attractive two-tone styling
- Battery operated
- Takes two U7 batteries

19/9 U7 Batteries 8d each

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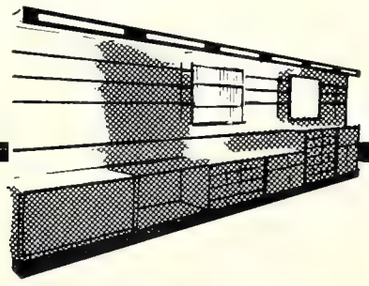
Visit our Main office and Showroom: 243, Euston Road, London, N.W.1. Showrooms also at James White (Shopfitters) Ltd., Team Valley Trading Estate, Gateshead-on-Tyne 11.



Please send me your Counterpoint brochure ☐

Please arrange to send your representative ☐

(Tick as required)

NAME.....

ADDRESS.....

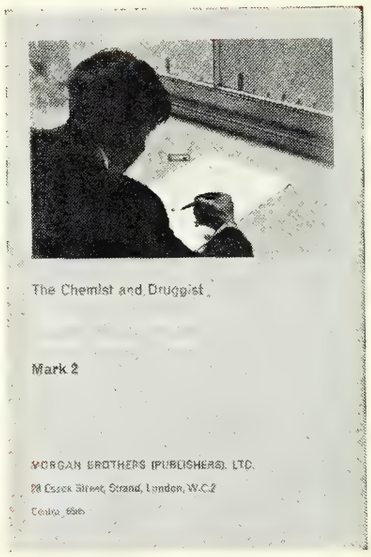
.....

Post to Counterpoint Store Equipment Ltd., 243, Euston Road, London, N.W.1. or (for the North & Scotland) to: James White (Shopfitters) Ltd., Team Valley Trading Estate, Gateshead-on-Tyne 11.

C14

counterpoint

If you're asked what tablet this is...



...here is your guide

This new edition represents a major revision, dealing with the identifiable products of 175 manufacturers. A new method of colour matching has been adopted, and shape, diameter, markings and other characteristics are taken fully into account to assist in identification. The textual information is given in tabular form with alphabetical cross-references to make speedy reference easier.

For only 20/- you can have this handy guide.

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APPOINTMENTS

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS
Locum Pharmacist
required for modern well-equipped Department. Pleasant working conditions. Whitley Council salary plus London Weighting. Apply to Chief Pharmacist. C 7056

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS
Dispensing Assistant
required for modern well-equipped department. Pleasant working conditions. Whitley Council salary plus London Weighting. Apply to Chief Pharmacist. C 7040

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE
Dispensing Assistants
Applications are invited from Senior Pharmacy Students, to work as Dispensing Assistants in Hospital Pharmacies within the Group during summer vacation. Hospitals within easy reach of Central London. Apply to Chief Pharmacist, Bethnal Green Hospital, Cambridge Heath Road, London, E.2. (Telephone: ADVance 3413.) C 766

CRUMPSALL HOSPITAL, MANCHESTER, 8
Senior Pharmacist or Pharmacist
required at this General Hospital. Work will include Quality Control. Detailed applications with names of three referees to Hospital Administrator. (Ref. 4090.) C 7045

FULBOURN HOSPITAL, CAMBRIDGE
Chief Pharmacist
Applications are invited for the post of Chief Pharmacist Category II at this progressive psychiatric hospital of 870 beds.
Salary £1,190 rising by annual increments to £1,505 per annum.
Possibility of housing accommodation being made available by the local Rural District Council.
Applications giving age, experience, etc., with names of two referees to the Group Secretary. C 7018

GLENSIDE HOSPITAL, STAPLETON, BRISTOL
DISPENSING ASSISTANT
holding Certificate of Society of Apothecaries or other approved qualification, required. Salary according to age, £358 at 18, £517 at 22 or over. Eventual maximum £697. Improved scales awaited. Higher commencing salary may be payable to experienced applicant. Saturday half-day with alternate Saturdays off. Board residence if required. Applications giving full details and names of two referees should be sent to the Secretary. C 7047

HAMMERSMITH HOSPITAL AND POST-GRADUATE MEDICAL SCHOOL, DU CANE ROAD, LONDON, W.12
Pharmacist
required at above Teaching Hospital (Category V).
Post offers interesting work and excellent experience; exceptionally pleasant working conditions, in modernised department. One Saturday in three off. No Saturday afternoon or Sunday duty. Late Clinic duty approximately once a week for which payment or time off in lieu is given.
Salary scale £955—£1,200 plus higher qualification allowance (where applicable) and London Weighting of £45/£55 per annum (which will shortly be increased to £75 per annum).
Applications in writing, giving age, experience and names of two referees to Chief Pharmacist. C 7039

LINCOLN No. 1 HOSPITAL MANAGEMENT COMMITTEE, ST. GEORGE'S HOSPITAL, LINCOLN
Senior Pharmacist
required for modern Pharmaceutical Department of Category III General Hospital. Salary scale £1,040 to £1,295 per annum.
The post offers experience in every aspect of Hospital Pharmacy including sterile work which is performed in a well-equipped Sterile Products Unit supplying the Group.
The successful applicant will be required to deputise for the Chief Pharmacist in his absence.
Applications stating age, qualifications and experience, with the names of two referees, to the Hospital Secretary. C 7046

MOORFIELDS EYE HOSPITAL
Dispensing Assistant
Applications are invited for the post of Dispensing Assistant. Interesting work in modern, well-equipped department. Duties finish at 4.30 p.m. Monday to Friday; Saturday 1 p.m. with alternate Saturday free. Whitley Council salary scale. Applications to Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 7042

MOORFIELDS EYE HOSPITAL
Senior Pharmacist
Applications are invited for the post of Senior Pharmacist to take charge of the Sterile Products Department in this Post-Graduate Teaching Hospital. Interesting appointment in modern, well-equipped department with opportunity to assist in formulation problems. Duties finish at 4.30 p.m. Monday to Friday; Saturday 1 p.m. with alternate Saturday free. Whitley Council salary and conditions of service. Applications to Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 7041

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1
Senior Pharmacist
required for the Out-patient Department of the above Hospital. This is a congenial post for a person who enjoys dealing with patients and medical and nursing staff and who wishes to keep abreast of the latest developments in drug treatment. Salary on the scale: £1,040 + £40 to £1,160 + £45 to £1,295 plus London Weighting and Higher Qualification allowance. Evening Clinic weekly for which a payment of £2 8s. 9d. is made. Applications to the Chief Pharmacist. C 775

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1
Locum Pharmacist
required at this Hospital. Salary £24 13s. 6d. per week. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 758

SHOTLEY BRIDGE GENERAL HOSPITAL, CONSETT, Co. DURHAM
Pharmacist
Applications are invited for the appointment of Pharmacist at the above hospital (541 beds) which is also the Group pharmacy. The department is equipped with facilities for manufacturing and sterile work. A new central sterile supply department has recently been opened and will provide good experience for the successful applicant. Salary on the scale £955—£1,200 per annum. Residential accommmodation can be arranged for a single person.
Applications, giving details of age, qualifications and experience and naming two referees to Hospital Secretary as soon as possible. C 7001

ST. ALBANS CITY HOSPITAL, ST. ALBANS, HERTS
Dispensing Assistant
Male or female, required. Previous experience an advantage. Whitley Council salary and conditions of service. Applications to Chief Pharmacist. C 759

ST. GEORGE'S HOSPITAL, TOOTING GROVE, S.W.17
Senior Pharmacist
required for new and well-equipped Pharmacy in Undergraduate Teaching Hospital. Accommodation available for single person. Salary scale £1,095—£1,350 p.a. Apply to Secretary, St. George's Hospital, Tooting Grove, S.W.17. C 7043

ST. HELIER HOSPITAL, CARSHALTON, SURREY
Senior Pharmacist and Pharmacist
Applications are invited for the above posts for Group Pharmaceutical Department which is shortly moving into new accommodation. Whitley Council salaries and conditions of service. London Weighting. Applications giving details of experience, etc., with names of two referees to the Group Pharmacist at the above address. C 7054

Appointments—Continued

ST. HELIER HOSPITAL, CARSHALTON, SURREY

Dispensing Assistant

Applications are invited for the above post for Group Pharmaceutical Department which is shortly moving into new accommodation. Whitley Council salaries and conditions of service. London Weighting. Applications giving details of experience, etc., with names of two referees to the Group Pharmacist at the above address. C 7053

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Senior Pharmacists

(a) East Ham Memorial Hospital, Shrewsbury Road, Forest Gate, E.7.
(b) St. Andrew's Hospital, Devons Road, E.3.

Pharmacist

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C 7058

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Please Quote Reference DFE/R6

C 7014

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C 7002

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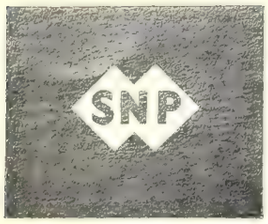

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AMOXAL

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for local application in

TINEA AND OTHER FUNGAL INFECTIONS

The Amoxal triad consists of an alcoholic Gel, a non-greasy, washable Cream and an antiseptic and deodorant Dusting Powder. These preparations have been designed specifically for the treatment of fungal infections and to protect against re-infection. They are non-irritating, non-sensitising and completely safe to use.

Amoxal Gel and Cream contain two antifungal compounds that are highly specific for the causative fungi of tinea infections, pentyloxybenzamide (pentalamide) and pentyloxyacetophenone. To the combined penetrating properties of these two compounds is added the keratolytic action of salicylic acid.

Pentyloxybenzamide has been shown by *in vitro* tests to be more active than any of the currently used antifungal agents. In addition it is mildly analgesic and completely non-toxic. Pentyloxyacetophenone has the properties of a light oil and performs the double function of acting as a solvent for pentyloxybenzamide and as an additional fungistatic. The Dusting Powder contains pentyloxybenzamide and hexachlorophane in a sterilised talc base.

INDICATIONS

Amoxal Gel is indicated in all cases of athlete's foot and other fungal infections of the skin. It has a dehydrating effect that is beneficial in the majority of fungal infections where moist and macerated skin is found.

Amoxal Cream is indicated in tinea infections where the alcoholic gel might be too drying, e.g., on dry scaly skins, or large raw surfaces. It is particularly valuable in tinea capitis and tinea cruris.

Amoxal Powder is indicated for use concurrently with either the Gel or the Cream where there is much perspiration, e.g., on the feet, in the groin, or under the armpits. It may also be used as a prophylactic to prevent re-infection after other treatment has stopped.

ADVANTAGES

AMOXAL GEL is formulated with a gel base having a high alcohol content. Alcohol is an excellent solvent for the active ingredients of Amoxal and is also of particular advantage in the majority of fungal infections (especially of the feet) where the dehydrating action of the alcohol has a beneficial effect on the moist and soggy conditions so often present. Amoxal Gel is an aesthetically pleasing preparation, easy to apply and, being non-greasy, is easily removed by ordinary washing. It dries quickly on the skin thus eliminating the possibility of removal by clothing. Amoxal Gel has no unpleasant odour and when dry is almost invisible on the skin; this allows its unobtrusive use on exposed parts of the body.

AMOXAL CREAM being soft, smooths easily into the skin and possesses the same penetrating properties as the Gel.

AMOXAL DUSTING POWDER contains hexachlorophane, a highly effective and persistent skin antiseptic with deodorant properties. The Powder is a useful treatment adjunct which, if applied regularly, ensures a high level of protection against re-infection.

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GEL	*o*–pentyloxybenzamide 2% *o*–pentyloxyacetophenone 2% salicylic acid 1% in an alcoholic gel base	25 G. tube
CREAM	same active ingredients as the GEL, in a polyethylene glycol base	20 G. tube
POWDER	*o*–pentyloxybenzamide 2% hexachlorophane 0.5% in a talc base	40 G. polythene puffer-bottle

REFERENCES

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General Practitioner Research Group, *Practitioner*, 1961, **186**, 625.
Challoner, A., *Chiropodist*, 1964, **19**, 194.

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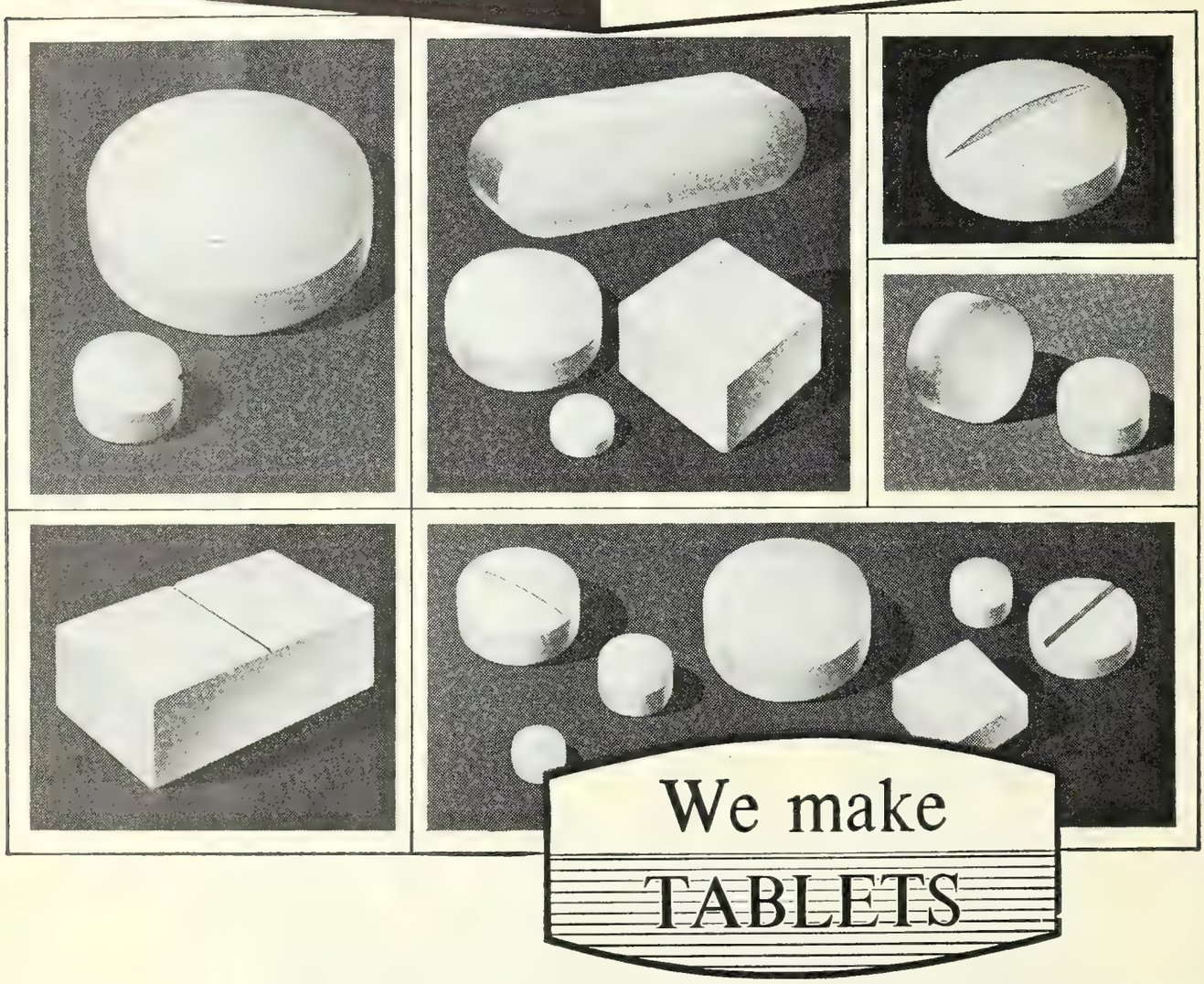

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INDEX TO ADVERTISERS

Abbott Laboratories, Ltd. ....Interleaved Edit., 26
Albion Soap Co., Ltd. 33
Alcan (U.K.), Ltd. 30, 31
Allen, Stafford, & Sons, Ltd. 13
André Philippe, Ltd. 4
Ayrton Saunders & Co., Ltd. 32
Beecham Toiletry Division....14, 15
Bradford Institute of Technology 17
Brighton College of Technology 38
British Dyewood, Ltd. 33
Burroughs Wellcome & Co. ....Price List Sup., page 1
Burroughs Wellcome & Co. ....Interleaved Edit., 19
Burroughs Wellcome & Co. ....Interleaved Edit., 25
Carteret Products, Ltd. ....Cover iii
Chelsea College of Science and Technology 38
Chesebrough-Pond's, Ltd. (Odorono) ....Cover iv
Chesebrough-Pond's, Ltd. (Vaseline Shampoo) ....Interleaved Edit., 24
Christy, Thos., & Co., Ltd. 4
Collapsible Tube Co., Ltd. 32
Cox, A. H., & Co., Ltd. 8
Cussons Sons & Co., Ltd....Interleaved Edit., 22, 23
Fencolor Laboratory, Ltd. 33
Freeman, Wm., & Co., Ltd. 12
Goya, Ltd. ....Interleaved Edit., 27
Hampshire, F. W., & Co., Ltd. ....Interleaved Edit., 28
Hoseason, Hough, & Co., Ltd. 6
Ilon Laboratories 4
Jacob White & Co., Ltd. 6
Johnson Processing Laboratories, Ltd. 4
Lederle Laboratories 18
Leicester College of Technology 38
Mason, Wm., & Sons, Ltd. 12
Miles Laboratories, Ltd. 1, 3, 5
National Cash Register Co., Ltd. 34, 35
Newnes, George, Ltd. 11
Nicholas Products, Ltd. (Radox) ....Interleaved Edit., 20
Nicholas Products, Ltd. (Rennies) 7, 9
Ormskirk Photo Services, Ltd. 8
Orridge & Co. ....Price List Sup., page 2
P & M-Warrick 10
Pollard, E., & Co., Ltd. 33
Portsmouth College of Technology.... 17
Pitman Medical Publishing Co., Ltd. 37
Searle, G. D., & Co., Ltd. ....Front Cover
Smith & Nephew Pharmaceuticals, Ltd. ....Cover ii
Sunderland Technical College 36
The University of Aston in Birmingham 36
Thompson & Capper, Ltd. 2
Vitamins, Ltd. ....Interleaved Edit., 21
Warenzeichenverband Pharmazeutischer Und Chemischer Erzeugnisse E.V. 16
Whitecross Optical Co. 29

THOVALINE
for:—
BEDSORES
BEDSORES can be prevented by applying THOVALINE before the trouble starts but if already in existence will help greatly in healing.
BURNS
BURNS Unique action. THOVALINE is self-sterile, it eliminates pain and is a rapid healer.
DERMATITIS
URINE DERMATITIS Excellent healing properties where rash exists and will prevent such trouble occurring if applied beforehand. Offensive odour is eliminated.
Also available in an aerosol pack.
Supplies from your usual wholesale house:
ILON LABORATORIES
LORNE STREET • HAMILTON • LANARKSHIRE
Tel: HAMILTON 24310

In this thriller, a stuntman – accustomed to more 'rigours' than most of us! – is beset by a muzzy headache and upset stomach. How does he cope? Beautifully, with Alka-Seltzer, of course.

SEE THE DARING ACROBATS

Jumping fan or not, you'll love this one. Here the trampoline points up the sidelights of living life to the full. It can mean a muzzy headache and upset stomach. Which always means Alka-Seltzer.

Water, water everywhere. The point? An imaginative and riveting portrait in tap water of the discomfort that busy, daily life can bring on. Alka-Seltzer to the rescue.

A cast of thousands! Everything from a champagne glass to Great Uncle Edward's shaving mug goes to prove that Alka-Seltzer relieves muzzy headache and upset stomach.

HEAVY ADVERTISING SUPPORT From mid-May all the way to August (your peak sales period!) 90% of Great Britain will be thrilling to these Alka-Seltzer TV films. Yes, 90%! And most of them will thrill not just once. Not just twice! But 3 or 4 times a month! At your service, a full 30 to 45 seconds each of Silver Screen Hard Sell.

STOCK UP NOW! NOW! NOW! NOW!

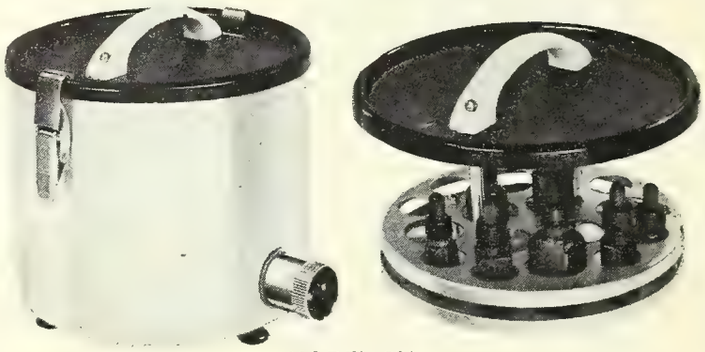
"Eye-drops are STERILE aqueous or oily solutions or suspensions for instillation into the eye."★

★ *B.P.C. 1966 Supplement.*

STERILIZER for Eye solutions and dropper bottles.

Designed specifically for the sterilization of eye-drops in dropper bottles with rubber teats or of the bottle alone.

There are two standard sizes the capacities of which are 4 bottles (Model No. 161), 16 bottles (Model No. 861).



MODEL 861

Accepts Bottles to B.S. 1679 (1965)

Obtainable direct from

JACOB, WHITE & CO. LTD.

326 UPPER STREET · ISLINGTON · LONDON N.1. Tel: CANonbury 3233

or from your usual wholesaler.

From JUNE 1st the prices of ZAC Cream

will be as follows

Size	Recommended Retail Price Including Tax	Trade Price	Tax
1 oz. Tube	**2/– ea.**	**14/9 doz.**	**3/6 doz.**
2 oz. Jar	**2/11 ea.**	**22/– doz.**	**5/3 doz.**
4 oz. Jar	**4/3 ea.**	**31/4 doz.**	**7/5 doz.**

HOUGH, HOSEASON & CO., LTD.,

ATLAS LABORATORIES, CHAPEL STREET, MANCHESTER 19

Telephone RUSholme 3271

meet your new salesman . . .

(He's in action for you—see over)

CALAZEAN—the dual purpose cream

relieves minor skin irritations, inflammation and stings caused by insect bites

1 dozen cartoned tubes in modern display container printed with chemist's name and address, choice of two showcards - 15/6 plus PT

quantity discounts

Please write for sample tube and illlustrated price list of other attractives lines.

ARTHUR H. COX & CO. LTD., BRIGHTON, ENGLAND

Telephone : BRIGHTON 63084 (5 lines)

OPS

offer you a unique service!

EKTACHROME—24 HOUR SERVICE BY THE NEW E4 PROCESS

KODACOLOR SPECIALISTS

AGFACOLOR—OFFICIAL 'AGFA' PROCESSING STATION

ALL COLOUR—FAST EFFICIENT SERVICE

BLACK & WHITE—COMPLETE SERVICE IN 24 HOURS

Daily Collections in many parts of Lancashire-throughout the year

ORMSKIRK PHOTO SERVICES LTD.

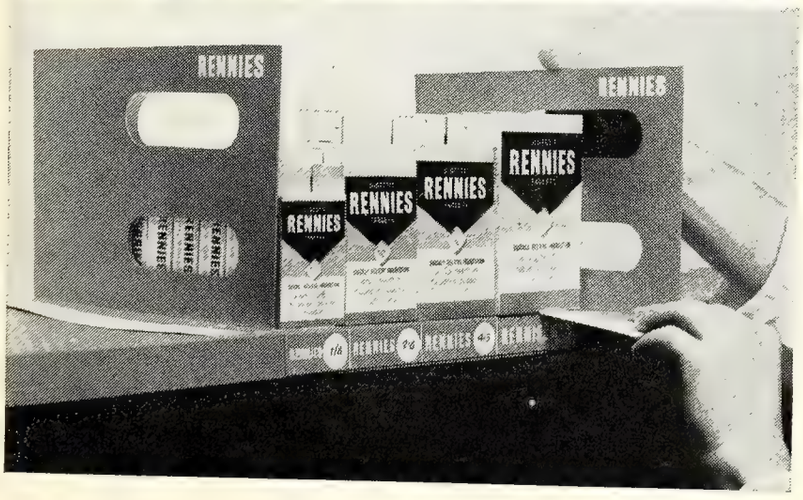
P.O. BOX NO. 6, DERBY ST., ORMSKIRK, LANCS.

Telephone ORMSKIRK 2208

Fred
– the star of the new Rennies campaign

This campaign:

- Reaches 85% of viewers.
- Has been pre-tested and proven. More effective than any indigestion remedy advertising ever!
- Will show 4 different 30″ commercials featuring Fred.
- Will be shown in 4 bursts covering 28 weeks.
- Is backed by Brand-New Display Material.



Get your profits in action—fast with RENNIES

A highly effective product backed by strong TV advertising

Rinstead

PASTILLES

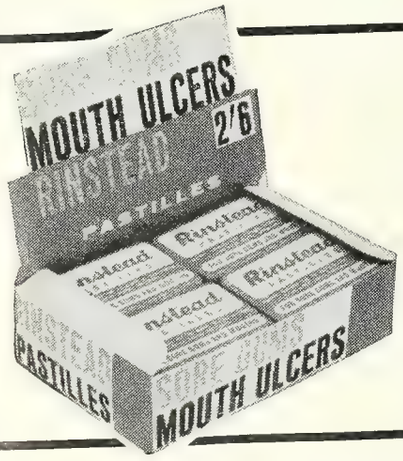
FOR SORE GUMS AND MOUTHS

ANYONE WITH A SORE MOUTH, due to rubbing dentures, mouth ulcers, tooth extraction or any of a score of causes, is a potential customer for Rinstead. This means practically everybody.

RINSTEAD IS PROVED EFFECTIVE. You will have constant repeat business all through the year.

RINSTEAD IS WITHOUT COMPETITION. Ever since the current compelling TV advertising began, sales have been rising meteorically. Many chemists are selling 2 to 3 dozen per week!

RINSTEAD IS SOLD ONLY THROUGH CHEMISTS People will be asking for Rinstead in your shop, so make sure your supplies will meet the ever rising demand.



STOCK UP NOW

Price 17/- per dozen tins packed in attractive counter display outers.

(Retail price 2/6 per tin.)

P. & M-WARRICK
Seymour Rd., London E.10.

TAS/WK.58A

7 million women come shopping every week with *woman's own*

Here are the products to be advertised in *woman's own* during the next month. Exploit their tremendous sales potential with prominent displays wherever possible. Every week *woman's own* sells toilet, health and beauty preparations to 7,105,000 women, including 5,731,000 housewives who shop for the whole family. A third of *all* your women customers get the message when it's advertised in *woman's own.*

Medical & Health Products

Colour
Energen Foods
P.L.J.
Scholl Foot Comfort Counter

Monotone
Amplex
Anadin
Cameo
Daisy Tablets
Dentisive
Doan's Pills (twice)
E.P. Tablets
Ex-Lax (three times)
Fynnon Salt
Germolene
Germoloids (twice)
Lil-lets
Mene
Marzine
Milk of Magnesia
Optabs
Pastils/808
Phensic
Ryvita (twice)
Savlon Antiseptic Cream
Saxin (three times)
Scholl Nylastik Stockings
Scholl Soft Grip Stockings
Schweppes Slim-Line
Slim Disks (twice)
Sucron
Tampax (twice)

Beauty & Hair Products

Colour
Astral Skin Cream
Belle Color
Breck Hair Shampoo
Coty Lipstick
2nd Debut
Elnett Satin
Max Factor Hi-Fi Fluid
Gala Lipstick, Nail Colour & Mascara
Go Spray Deodorant
Goya 'Timeless' Perfume
Harmony
Innoxa Lipsticks
Innoxa Tinted Foundations
Melody
Polycolor
Rimmel Products
Rosedale Hair Spray
Helena Rubinstein Scimitar Mascara
Helena Rubinstein Silk Minute Make-Up
Suntan Oil Pads
Supersoft Shampoo
Toni Creme Lightener
Toni Focus Highlights
Toni Casual Permanent Hair Colour
(4-page Special Promotion)
Vaseline Lemon Shampoo
Vitapointe Hair Spray
Yardley Lipslickers
Yardley Eye-Makeup

Monotone
Ambre Solaire (twice)
Arrid Deodorant
Boots Number Seven Range
Carnate Nail Conditioner
Christy's Lanoline Face Pack
Close-Up Deodorant
Delph Cleansing Milk (twice)
Diamond Voss Nail Strengthener
Endocil
Fenjal
Anne French—Immac (twice)
Gala Cosmetics
Go Deodorant
Goya Dry Deodorant (twice)
Richard Hudnut—Style Home Perm
Innoxa Free 'n Easy Deodorant
Lady Manhattan
Lemon Delph Freshener
Living Hair Conditioner
Mum Aerosol
Nailoid
Oil of Ulay (twice)
Outdoor Girl Cosmetics (twice)
Personality Turtle Oil Range
Pin-Up
Quickies Face Pads
Helena Rubinstein Bio-Clear
Twink Home Perm
Ulay Vitamin Night Cream
Wimbloom Shampoo & Hair Lacquer
Robert Windsor French Almond
Yardley Perfumes: Flair & Bond Street
Yaxa (twice)

Household Products & Other Lines

Colour
Andrex
Dixcel Tissues

Monotone
Aquasan (twice)
Dabitoff (twice)
Dixor
Domestos
Gibbs S.R. Toothpaste
Gibbs Fluoride Toothpaste
Lady Esquire Instant Shoe Coloring
Mothaks (twice)
Geo. Salter Scales
Zoflora Disinfectant (twice)

Baby Products

Colour
Robinson's Instant Baby Food

Monotone
Dinneford's
Farley's Farlene
Gerber Baby Foods (twice)
Golden Babe Nappies
Heinz Baby Foods
Johnson's Baby Products
Ovaltine Rusks
Woodward's Gripe Water

This is the thirty-first Merchandising Bulletin for chemists. If you would like further copies of this bulletin, or would like to receive them regularly by mail, please write to the Merchandising Manager, Woman's Own Advertisement Department, Tower House, Southampton Street, London WC2 Temple Bar 4363

what women see in *woman's own* they trust–and buy!

Readership figures from IPA NRS, January - December 1965

NORDIA

SHOPFITTERS TO THE SUCCESSFUL

CAN PUT PROFIT BACK IN YOUR PHARMACY

It costs nothing to let Nordia tell you how we think your shop can be improved, your turnover increased, and what capital outlay is necessary. The service by Nordia's shopfitting consultants—including a modernisation scheme prepared for your business specifically—is friendly and free. Make use of it right away by posting the coupon *NOW*.

I want to know more about the Nordia System of Selling

name _____

address _____

CD/7/66

LEEDS ..... 25 Wellington Street, Leeds. Tel: Leeds 35821
LONDON .... 94 Baker Street, London W1. Tel: Welbeck 9296
EIRE ..... Nordia Shopfittings (Ireland) Ltd. 94b Lr. Drumcondra Road, Dublin 9. Tel: 371129

THE WORLD'S BIGGEST NAME IN HOT WATER BOTTLES

Sell a good Hot Water Bottle - Sell a Suba-Seal

SUBA-SEAL

TRADE MARK

GENUINE SUBA-SEAL LOOK FOR THE NAME ON THE CAP

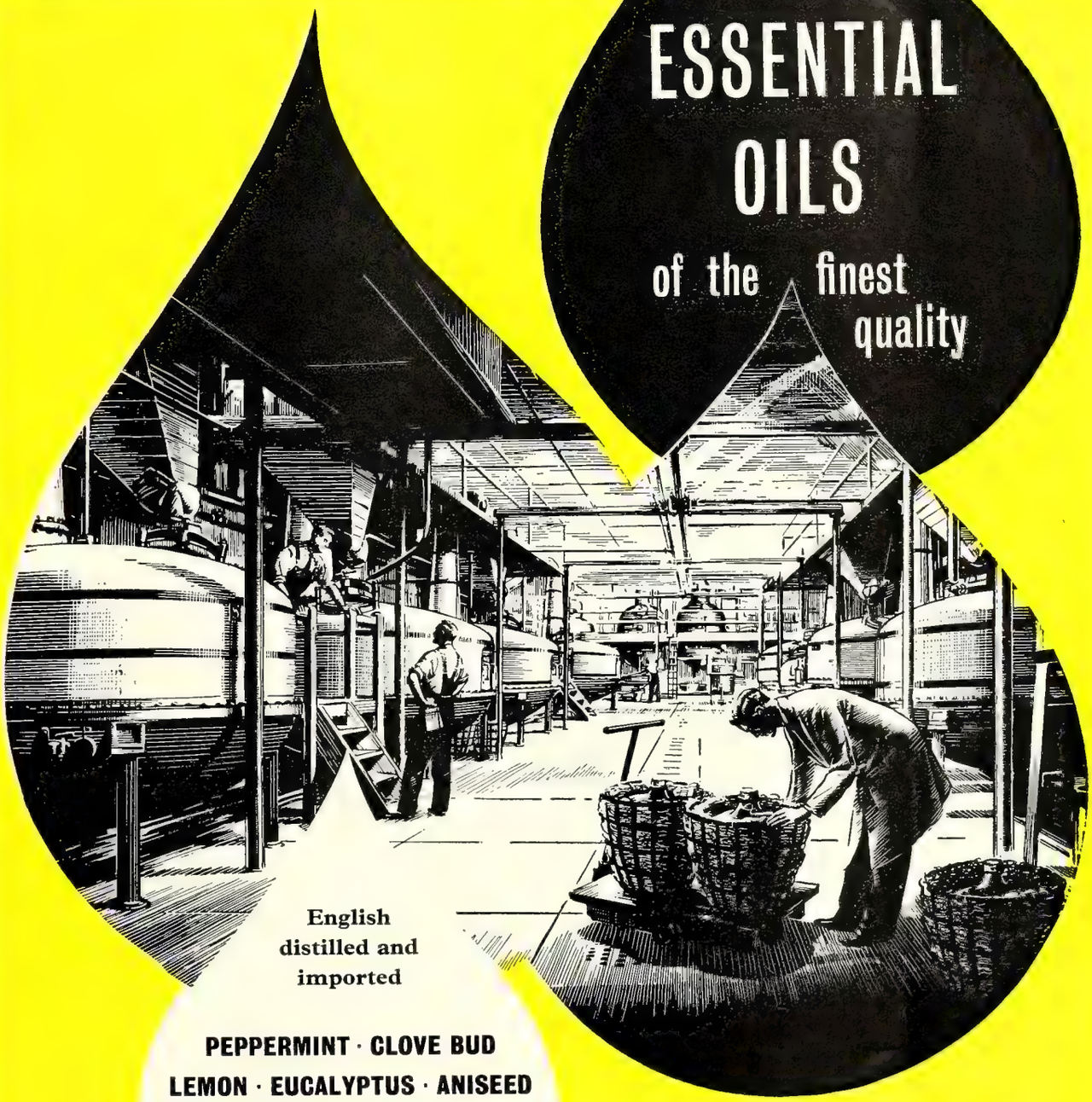
AVOID IMITATIONS

Stock up from the best selling range of hot water bottles ever made. Full Profit Margins. Extra 5% FORWARD ORDER BONUS for orders placed before 30 June for delivery by 31 December. Display stands to support you at the points of sale. Backed by massive consumer advertising.

WILLIAM FREEMAN & CO. LTD.
SUBA-SEAL WORKS, STAINCROSS
BARNSLEY · TEL. BARNSLEY 4081

StaffordAllenS

for ESSENTIAL OILS of the finest quality



English distilled and imported

PEPPERMINT · CLOVE BUD
LEMON · EUCALYPTUS · ANISEED
SANDALWOOD · NUTMEG · CARDAMOM
OLIBANUM · ORRIS · CINNAMON
ORANGE · BALSAM PERU

Samples and prices sent on request

STAFFORD ALLEN & SONS LIMITED,
Wharf Road, London, N.1.
Telephone: CLErkenwell 1000

TAS/AL.683B

C

1,000 MODELS TO BE WON

(we mean Goblin Teasmades)

TEASMADE COMPETITION

STARTS MAY 31st — ENTRY FORM ON EVERY PACK

100 a week (FOR 10 WEEKS) **will be won by CONSUMERS**

PLUS 20 a week BY THE TRADE

Starting 10th June for eight weeks. Entry form with every dozen Macleans toothpaste ordered

FULL PRESS AND TV SUPPORT

- ☐ Special Teasmade promotion will be networked on all T.V. stations from May 23rd to June 13th.
- ☐ Women's weekly magazines plus national dailies, T.V. Times and Radio Times will all carry 'competition ads.'
- ☐ GET THE SPECIAL PACKS FROM YOUR SUPPLIER TODAY!

DISPLAY MACLEANS WELL FOR A SELL-OUT

Concentrate on
BEECHAM
Toiletries.

BEECHAM TOILETRY DIVISION
BEECHAM HOUSE
BRENTFORD · MIDDLESEX

P 162

GERMED

WARENZEICHENVERBAND
PHARMAZEUTISCHER UND CHEMISCHER ERZEUGNISSE E.V.
117 BERLIN · TELEX 011674 · DEUTSCHE DEMOKRATISCHE REPUBLIK

MEDICINES for
Human
Dental and
Veterinary
Treatment

PORTSMOUTH
COLLEGE OF TECHNOLOGY

SCHOOL OF PHARMACY

Head of School
S. B. CHALLEN, B.Sc., B.Pharm., Ph.D., F.P.S., F.L.S.

C.N.A.A. DEGREE COURSES IN PHARMACY
B.Sc. (HONOURS) B.Sc. (ORDINARY)

also

HIGHER DEGREES OF THE UNIVERSITY OF LONDON (EXTERNAL) AND THE COUNCIL FOR NATIONAL ACADEMIC AWARDS

Commencing

28th SEPTEMBER, 1966

Application forms and full particulars may be obtained from :

THE REGISTRAR
Admissions Office
PORTSMOUTH COLLEGE OF TECHNOLOGY
HAMPSHIRE TERRACE · PORTSMOUTH
Telephone : PORTSMOUTH 21371

PROPOSED
UNIVERSITY OF BRADFORD
(Bradford Institute of Technology)

School of Pharmacy
Chairman: Professor J. M. Rowson

Undergraduate Courses in Pharmacy

GENERAL DEGREE WITH HONOURS
Primarily intended to prepare students for careers in retail, commercial or hospital pharmacy.

SPECIAL DEGREE WITH HONOURS
This course is further extended in scope to equip students for the specialised work encountered in industrial or hospital pharmacy and in pharmaceutical research laboratories.

Postgraduate Degrees in Pharmacy

Professor of Pharmacology: G. D. H. Leach
Professor of Pharmaceutical Chemistry: D. W. Mathieson
Professor of Pharmacy: J. M. Rowson

M.PHARM. COURSES BY ADVANCED STUDIES.
M.PHARM. or PH.D. BY RESEARCH.

For further details please write to:—
The Registrar,
Bradford Institute of Technology,
Bradford, 7.

C&D

CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 May 28, 1966 No. 4502

CONTENTS

8-mm. Cine Photography 518
Distribution Code for "Ethicals" ... 518
Franco-British Pharmaceutical Congress 542
Leading Articles:
Mature Consideration 525
Tacit Tribute to Hospital Pharmacists 526
Pharmaceutical Training Revolutionised 526
N.H.S. Accounts 519
New Products and Packs 522
Ordering Hospital Supplies 519
Pharmaceutical Society of Great Britain:
Annual Meeting 537
Branch Representatives' Meeting ... 539
Royal Society Conversazione 518
Topical Reflections 517

PHARMACEUTICAL EDUCATION
An American View of Britain's, 527. *A British View of America's,* 528. *For Agricultural and Veterinary Pharmacy,* 529. *In Pharmaceutical Technology,* 531. *How to Qualify,* 532. *The Schools and What They Offer,* 533. *A Student's European Visit,* 535.

Branch Events 519
Business Changes 521
Coming Events 545
Company News 520
Contemporary Themes ... 545
Correspondence 536
Deaths 521
Expansion Projects ... 543
In Parliament 520
Legal Reports 520
N.H.S. Statistics 541
New Companies 546
Patents 545
Personalities 521
Print and Publicity ... 545
Trade Marks 545
Trade Notes 524
Trade Report 544

Index to Advertisers, p. 4. *Classified Advertisements, p.* 42.

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MORGAN BROTHERS (PUBLISHERS), LTD.,
at 28 Essex Street, Strand, London, W.C.2
Telephone: Central 6565
GLASGOW: 8 Merrylee Road, Newlands, S.3. *Phone:* Merrylee 6356.
LEEDS, 16: 32 Wynford Rise, West Park. *Phone:* Leeds 67 8438.

ANNUAL SUBSCRIPTION
which includes The Chemist and Druggist Diary and Year Book, £4 5s. Single copies 1s. 3d. each (postage 8d.).

ABC MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

© MORGAN BROTHERS (PUBLISHERS), LTD., 1966

LEDERLE LABORATORIES

price reductions announcement

Following negotiations with the Ministry of Health, Lederle Laboratories announce that the price of AQUAMOX* Quinethazone tablets 50 mg. and AQUAMOX*R Quinethazone with Reserpine tablets will be reduced from Monday, 13th June, 1966.

		Old Trade Price	New Trade Price
AQUAMOX* tablets	25's	13 2	8 2
Quinethazone 50 mg.	100's	2 11 0	1 11 8
AQUAMOX*R tablets	25's	16 0	9 10
Quinethazone 50 mg. Reserpine 0.125 mg.	100's	3 2 0	1 18 4

*Regd. trademark

Lederle | CYANAMID

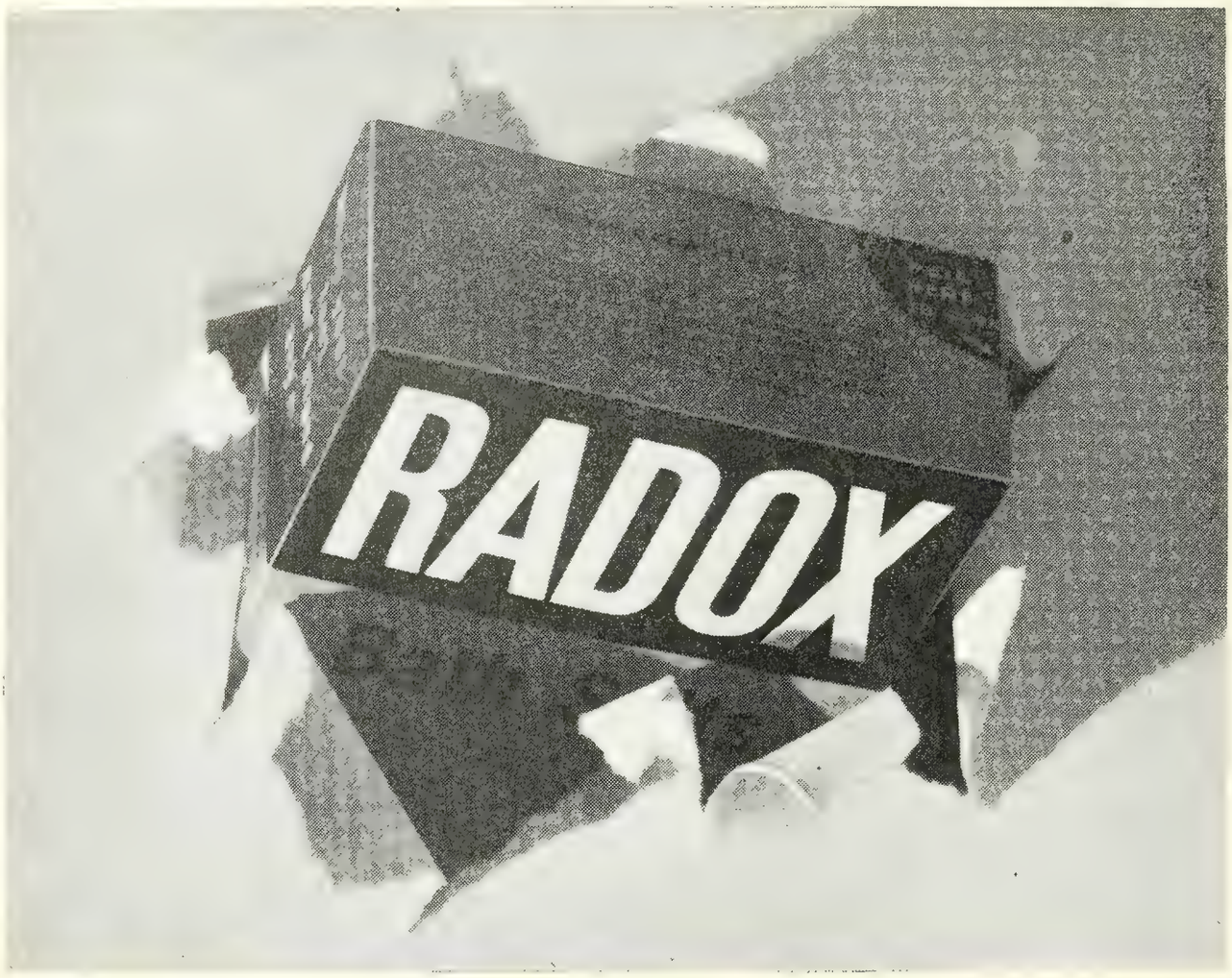
Lederle Laboratories

a division of Cyanamid of Great Britain Limited, Bush House, Aldwych, London WC2

The name that's as well-known as sugar . . .

. . . you know it, the public knows it, this is the name that's launched thousands of tea and coffee drinkers on the road to slimness. This is the leader, the first name in the market, the sweetener that can be bought only at chemists. This is the name people know and ask for, always firmly backed by extensive advertising throughout the country. Go with the leader. Make sure your 'SAXIN' stocks are high. 'SAXIN'—the most popular sweetener on the market.

BURROUGHS WELLCOME & CO. (THE WELLCOME FOUNDATION LTD.) LONDON



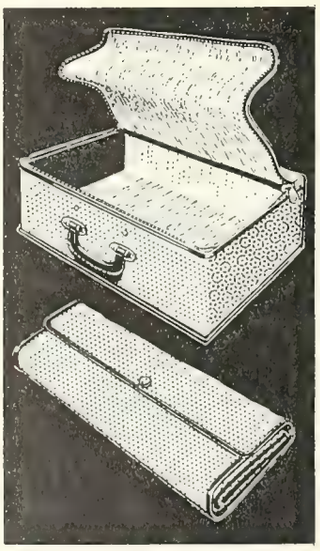
Radox has broken open a new multi-million market!

GET YOUR SHARE OF THE PROFITS

WITH THIS HOLIDAY PREMIUM

FOLDAWAY CASE

This wonderful offer, for which details are on over 3 million Radox packs, is available to your customers for only **21/6** plus two pack tops—a saving of **8/6**! It folds flat (18″ x 6¼″ x 1¼″) yet opens up to a full size, lightweight suitcase. Over 17 million couponed ads in national newspapers and magazines promote the offer. Sample Foldaway Cases, window stickers, crowners and showcards are available for display from Nicholas Products salesmen. Crowners are also in medium size outers of Bouquet.

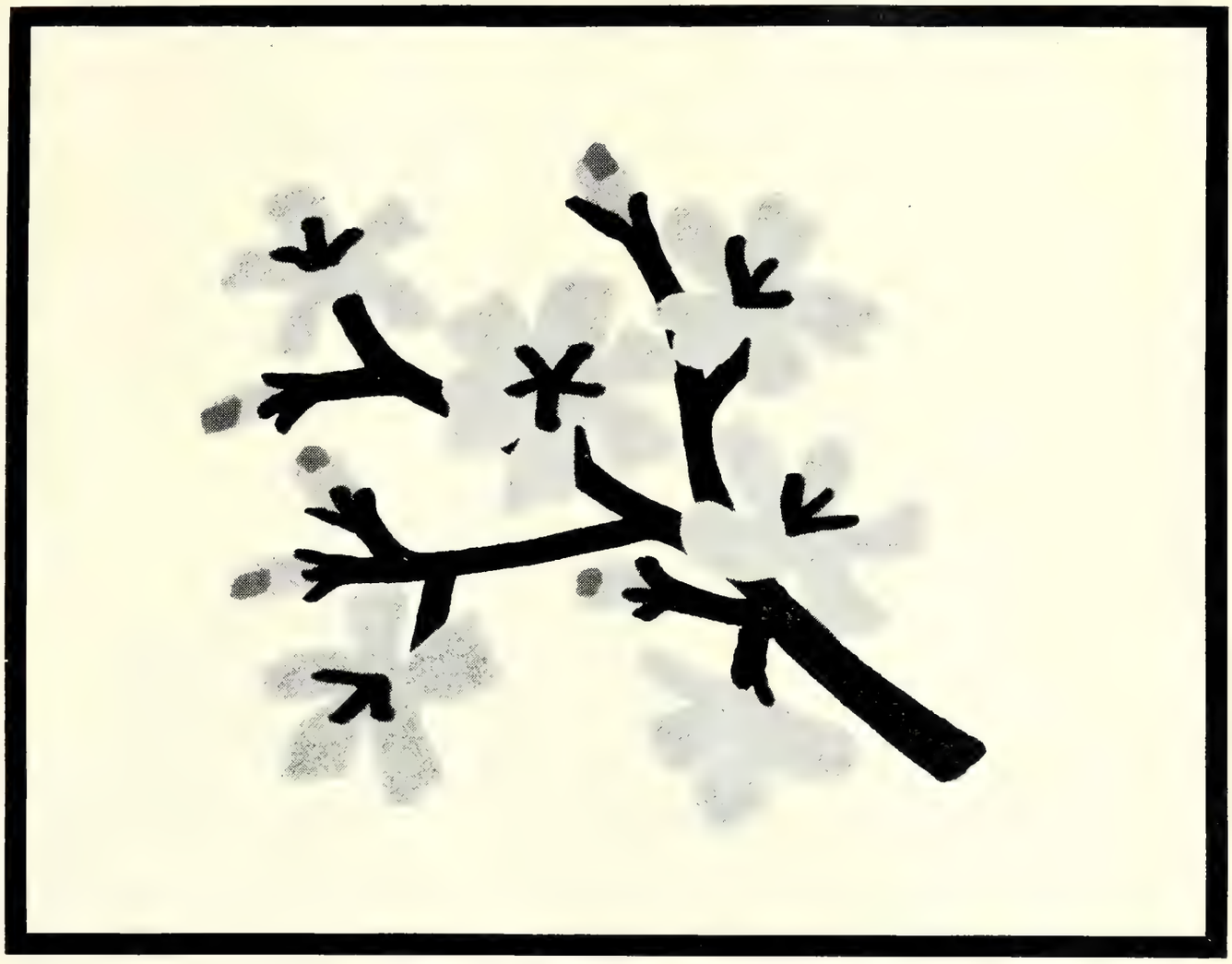


Premium offers, like this, on top of sustained T.V. advertising have sent Radox sales soaring 1371% in five years. The first 3 months of 1966 were 65% up on 1965. 1966 sees increased T.V., more incentives for customers. And here's one for you. Just cut out the code numbers on the ends of any Radox outer and send them to us marked "Mat Offer". We'll mail you free a luxurious foam backed candlewick bathmat.

SHOW RADOX
GET THOSE RACE-AWAY SALES

A NICHOLAS N PRODUCT

Nicholas Products Ltd, Bath Road, Slough Bucks



At least 18,000 pregnancies confirmed each week

Based upon Registrar General's live birth returns for 1964.

The care of women in pregnancy rests with the G.P's, the hospital and the welfare service. The pharmacist, however, has special responsibilities in meeting the prescription needs of these very special customers. His skill, experience and ability to provide professional reassurance are valuable adjuncts to ante-natal care. In carrying out that task, the pharmacist knows that the preparations of Vitamins Limited conform to his own exacting standards.

A range of preparations designed for pregnant and lactating women.

PREGNAVITE FORTE (F)
Iron and vitamin supplement, with *folic* acid

PREGNAVITE FORTE
Iron and vitamin supplementation

PREGNAVITE
Contains essential iron and vitamins

For prescription and counter

Vitamins from Vitamins Limited

Why change the Imperial

IT'S GETTING ALONG FAMOUSLY

Because the public is ready for an extended range. (Just cast your eyes over the photograph. That's the extent and appeal of the new Imperial Leather Men's Range. New products, new packaging to extend the appeal and success of the range to a whole new market)—all at popular prices. Cussons Imperial Leather Toilet Soap has set the standard of profitability. Steady and high. And that's the way it's going to be with the New Imperial Leather Men's Range. Come August, massive colour advertising in top women's magazines —they buy the gifts remember.

Cussons

IMPERIAL LEATHER

FOR MEN

–a real money spinner

eather men's range?

introduction to you with special bonuses

PARCEL A

Large After shave
Large Brilliantine
Large Hair Grooming
Small After Shave
Small Brilliantine
Small Hair Grooming
Hair Cream
Shave Cream
Shaving Stick Refill

nended Selling Price 8.14.10.
rd Trade Price (inc.Tax) 6. 5. 3.
m Profit £2. 9. 7.

Bonus— **10/-** Cheque, or Bonus to the value 13/9.

PARCEL B

Dozen		Dozen	
2/12	Aerosol Hair Grooming	8/12	Small Hair Grooming
2/12	Aerosol Deodorant	5/12	Large Hair Grooming
2/12	Aerosol Shave Foam	1	Solid Brilliantine
1.8/12	Small After Shave	6/12	Shower Talc
8/12	Large After Shave	6/12	Shaving Cream
1.2/12	Small Brilliantine	6/12	Hair Cream
5/12	Large Brilliantine	1	Shaving Stick Refill
		1	Shaving Stick Complete

Recommended Selling Price 17.19. 3.
Standard Trade Price (inc.Tax) 12.17.11.
Minimum Profit £5. 1. 4.

Plus Bonus— **20/-** Cash/Cheque, or Bonus stock to the value 27/6.

Each parcel includes pre-packed dispenser units and pack crowners.

PARCEL C

Dozen	
1	Aerosol Deodorant
1	Aerosol Hair Grooming
1	Aerosol Shave Foam

Recommended Selling Price 11.5.0.
Standard Trade Price (inc.Tax) 8.3.9.
Minimum Profit £3.1.3.

Plus Bonus— **10/-** Cash/Cheque, or Bonus stock to the value 13/9.

Vaseline Lemon Shampoo
1 Order NEW small and large bottles
2 Give more space-introductory offer 3d off small and 6d off large bottles.
3 Check stocks of medium bottles and sachets-advertising is really moving them
4 Take some home for the wife!
6° OFF
Vaseline shampoo
LEMON
FOR GREASY HAIR
Vaseline shampoo
LEMON
FOR GREASY HAIR
70 GRMS NET
Vaseline shampoo
LEMON
Vaseline Shampoo
LEMON
FOR GREASY HAIR
CHESEBROUGH-PONDS LTD—BEAUTY—GROOMING—HEALTH WORLDWIDE

order more 'Marzine'

and enjoy this special summer bonus

Available from June 1 to August 31
13 to the dozen on all orders of
3 dozen or over.
5 dozen or more tubes of 'MARZINE'
sent carriage paid.

Now's the time—with a special Summer Bonus from 1st June. Consistent advertising in national newspapers and magazines stimulates the demand for 'MARZINE'. Order 'MARZINE' now and sell more and more throughout the summer.
Retail Price 3/- per tube of 10 tablets.

BURROUGHS WELLCOME & CO. (THE WELLCOME FOUNDATION LTD.) LONDON

get to the root
of seborrhoeic
dermatitis and
dandruff

dandruff seborrhoea dandruff seborrhoea dandruff dandruff seborrhoea dandruff seborrhoea dandruff seborrhoea dandruff seborrhoea dan

Selsun® is a liquid preparation for treating seborrhoea of the scalp, giving complete control in 81-87 per cent of all cases. Common dandruff is controlled in 92-95 per cent of cases. Relief of symptoms in the majority of people is obtained for one to four weeks, depending on the severity of the condition. Selsun is effective in many cases where shampoos and sulphur preparations have been used unsuccessfully. Selsun® is a suspension of 2.5 per cent selenium sulphide, with detergent added for ease of application and rinsing. Supplied in bottles of 4, 2, and 1 fl. ozs.

Selsun®

®Selsun is a registered trade mark of
ABBOTT LABORATORIES LIMITED · QUEENBOROUGH · KENT

So there are five women in your shop asking for the Goya offer →

perfume spray offer!

Beautiful handbag perfume spray to fill with your favourite perfume **Value 30/-. Yours for only 10/-** and one Spray Set label. Look for the 'special offer' can of Goya Spray Set. *Hurry! This offer mustn't be missed. Offer closes 15th July.*

and they want to buy the Goya Spray Set with the special label →

They're 5 of the 13 million women who will have seen this snip in the June Spray Set ads in Woman, Flair, Honey, Vanity Fair, She and Petticoat.

and you missed this opportunity to stock up!

Act now: order today, and keep on display

So who needs money?

Massive launch for a NEW Spray Deodorant

Close-up

lightly perfumed
spray deodorant
by SUPERSOFT

National advertising support starts mid-June in the DAILY MIRROR, the top circulation WOMEN'S MAGAZINES, and at 650 selected CINEMAS throughout the country.

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on bonus terms
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only **4/11**

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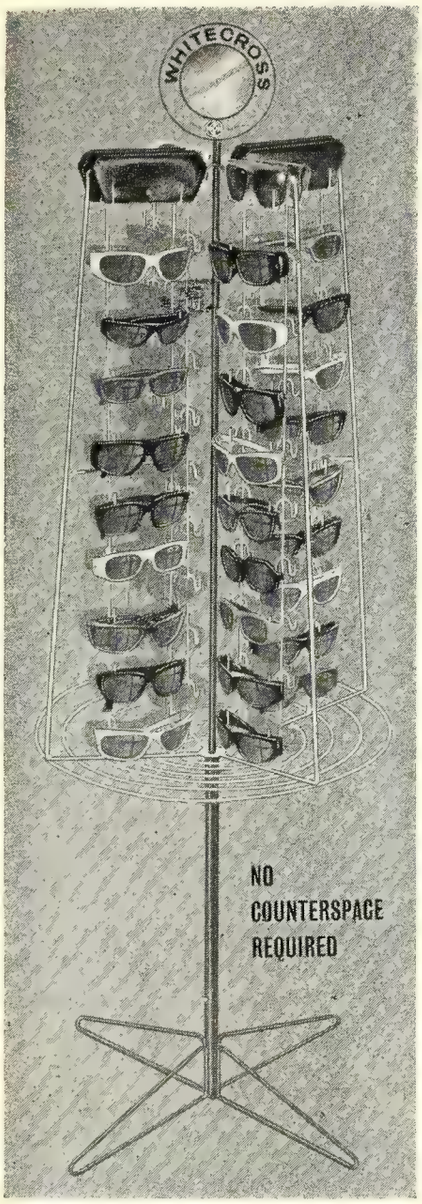

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DISPLAY STANDS SELL MORE SUNGLASSES!!

THE WHITECROSS 'MAJESTIC'

An imposing revolving floor display stand – no counterspace required – supplied FREE with a fashionable range of :–
18 dozen assorted sunglasses retailing from 2/11 to 9/11 each
and 2 dozen assorted clipovers retailing at 6/9 and 7/11 each

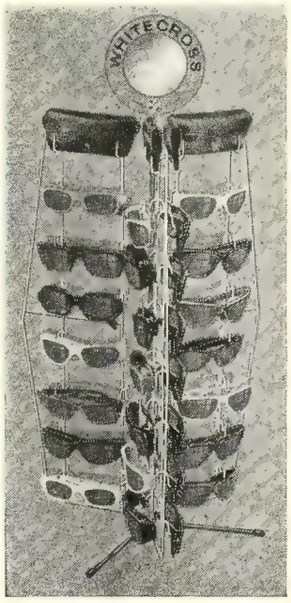
Cost of complete unit to retailer only £49.17.4

All our sunglasses are available as individual lines

THE WHITECROSS 'RIVIERA'

A smart revolving counter display stand supplied FREE with an attractive assortment of:–
10 dozen assorted sunglasses retailing from 3/11 to 8/11 each and
1 dozen assorted clipovers retailing at 7/11 each

Cost of complete unit to retailer only £28.18.0



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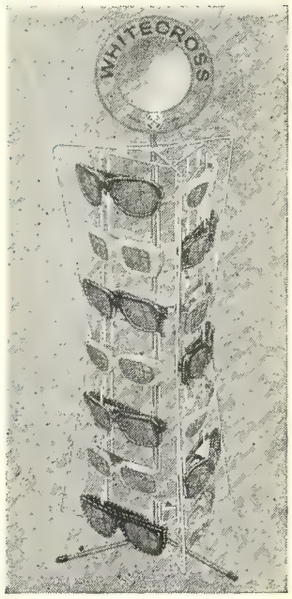
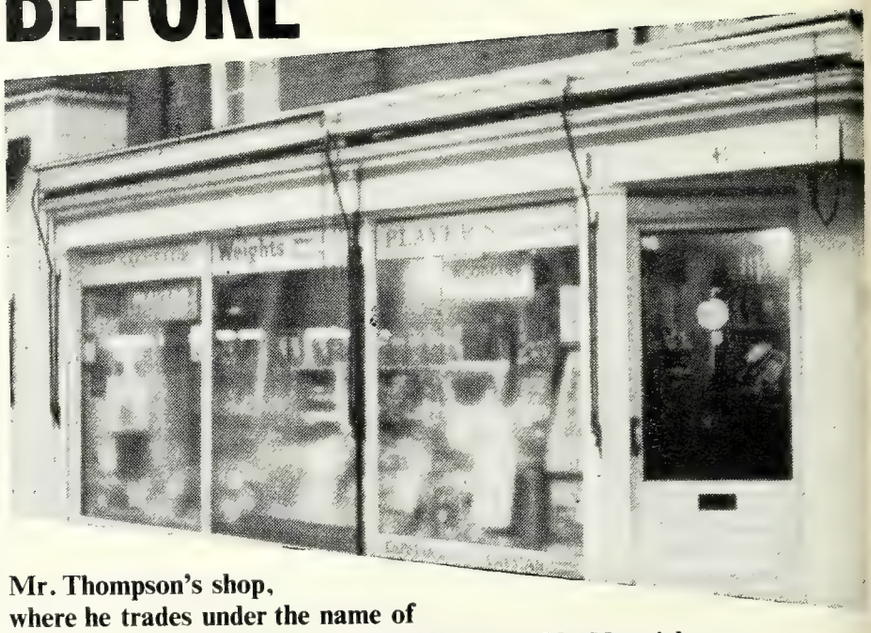
Ask your usual wholesaler for illustrated catalogue showing our complete range retailing from 2/11 each.



THE WHITECROSS OPTICAL COMPANY OF LONDON *(Proprietors: Fredk. Lehmann Co. Ltd.)*
Frederick Works, Rochester Place, London N.W.1. Telephone: GULliver 6731

BEFORE



Mr. Thompson's shop, where he trades under the name of "Jearys," 41 Market Place, North Walsham, Nr. Norwich.

Mr. Thompson increased his

One day last March, Mr. G. W. Thompson, a North Walsham confectioner/tobacconist with a shop of 325 sq. ft., decided to put a better "face" on it. A shop-front that would be modern, bright, clean, *selling* and quickly and easily maintained.

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With aluminium your shopfitter can do a fast, econ omic job for you *first*, because a wide range o standard systems is immediately available from stock *second*, because the extruded sections are so light an

ALCAN INGOT IS USED BY LEADING SUPPLIERS TO

AFTER

If, like Mr. Thompson, you want a brighter outlook for your business, write for further information to the address below.

is turnover by 33⅓%
. . his shop-front is aluminium!

sy to handle that they can be assembled and in-lled with speed and ease. Installation costs are pt really low. Total cost? Less than traditional op-fronts of comparable quality!

ng-term savings

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you want a brighter outlook for your business, send coupon on right for further information.

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E1

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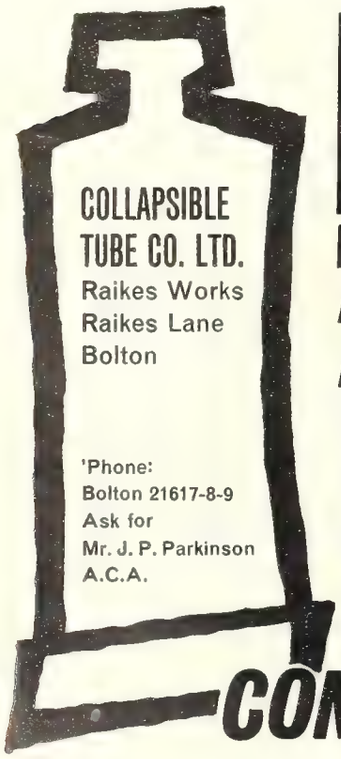

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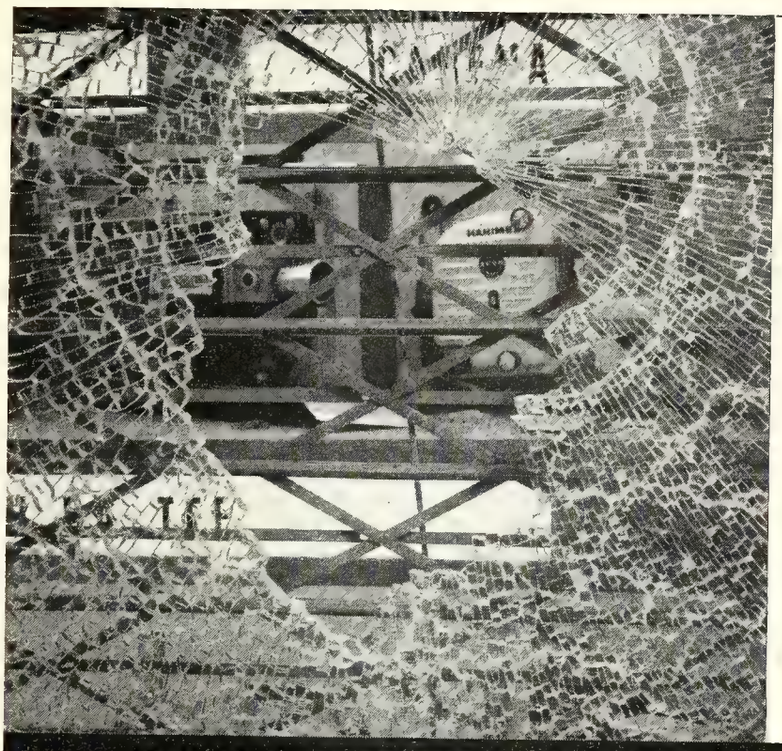

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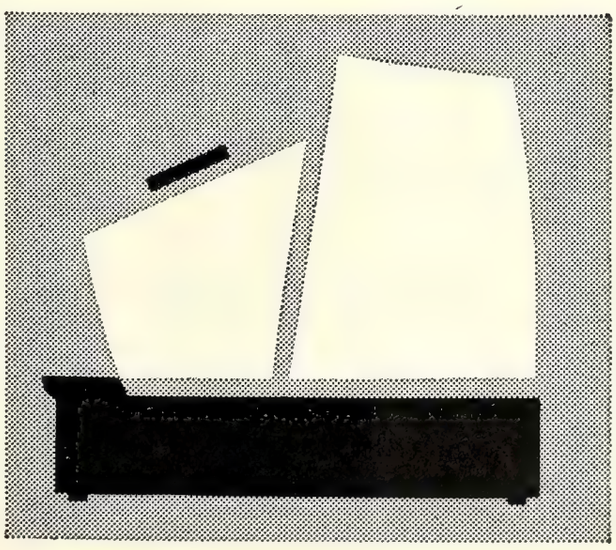

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Enquiries to Chief Pharmacist, Guy's Hospital, S.E.1, or apply direct to the Chief Pharmacists of the respective group hospitals. C 777

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Pharmacist

required at above Teaching Hospital (Category V).
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Salary scale £955—£1,200 plus higher qualification allowance (where applicable) and London Weighting of £45/£55 per annum (which will shortly be increased to £75 per annum).
Applications in writing, giving age, experience and names of two referees to Chief Pharmacist. C 7039

HOPE HOSPITAL, SALFORD, 6

Locum Pharmacist

required immediately — £23 12s. 6d. per week. Apply naming two referees to Hospital Secretary. (Ref. 4239.) C 7065

LINCOLN No. 1 HOSPITAL MANAGEMENT COMMITTEE, ST. GEORGE'S HOSPITAL, LINCOLN

Senior Pharmacist

required for modern Pharmaceutical Department of Category III General Hospital. Salary scale £1,040 to £1,295 per annum.
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Applications stating age, qualifications and experience, with the names of two referees, to the Hospital Secretary. C 7046

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3. Harold Wood Hospital, Harold Wood, Essex. (Tel.: Ingrebourne 45533.)
4. Oldchurch Hospital, Romford, Essex. (Tel.: Romford 46090.)

Successful applicants will be required to work for periods at any hospital in the appropriate area.
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Detailed information obtainable from the Chief Pharmacist at any one of the hospitals named above. C 7061

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1

Senior Pharmacist

required for the Out-patient Department of the above Hospital. This is a congenial post for a person who enjoys dealing with patients and medical and nursing staff and who wishes to keep abreast of the latest developments in drug treatment. Salary on the scale: £1,040 + £40 to £1,160 + £45 to £1,295 plus London Weighting and Higher Qualification allowance. Evening Clinic weekly for which a payment of £2 8s. 9d. is made. Applications to the Chief Pharmacist. C 775

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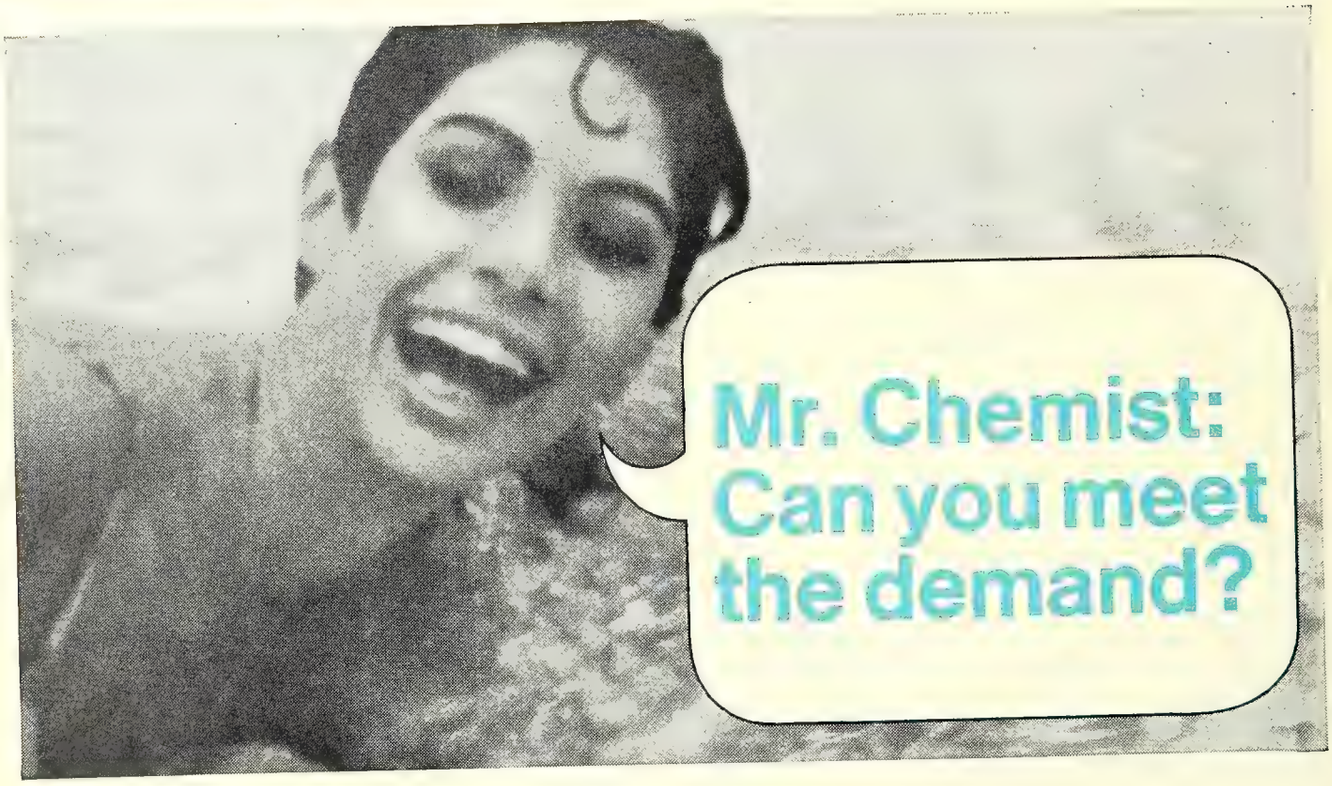

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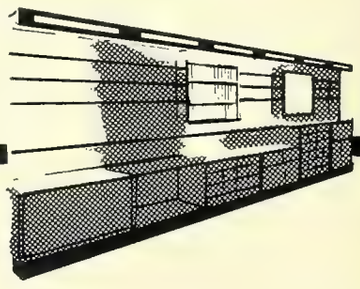

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INDEX TO ADVERTISERS

Allen, Stafford, & Sons, Ltd. ..... Front Cover
André Philippe, Ltd. 4
Beatson Clark & Co., Ltd. 3
British Dyewood, Ltd. 6
Britton, Malcolm, & Co., Ltd. 4
Brown, N. C., Ltd. 6
Burrough, James, Ltd. 4
Burroughs Wellcome & Co. ..... Interleaved Edit., 13
Burroughs Wellcome & Co. ..... Price List Sup., page 1
Carter Bros. 2
Carter Bros. 4
C. & D. Tablet Chart 18
CIBA Laboratories, Ltd. ..... Cover iv
Clay & Abraham (Mnfg.), Ltd. 4
Counterpoint Equipment, Ltd. ..... Cover ii
Cox, A. H., & Co., Ltd. 8
Cussons Sons & Co., Ltd. ..... Interleaved Edit., 14, 15
Davenport, J. T., Ltd. 18
Dixor, Ltd. 2
Gillette Safety Razor Co. (Right Guard) 1
Heron, John, Ltd. 4
Hill's Pharmaceuticals Ltd. 7
Inter-Alia Pharmaceutical Service, Ltd. 10
Kalium Products (Redditch), Ltd. 6
Lewis Woolf Griptight, Ltd. ..... Interleaved Edit., 16
Lloyd Hamol, Ltd. 9
Lombard Banking, Ltd. ..... Interleaved Edit., 11
Manesty Machines, Ltd. ..... Interleaved Edit., 11
Mason, Wm., & Sons, Ltd. 8
Parke, Davis & Co. ..... Interleaved Edit., 12
Phillips, Scott & Turner Co. 17
Photo Laboratories (London), Ltd. 7
Quinoderm Co. ..... Loose Inset
Ransom, William, & Sons, Ltd. ..... Cover iii
Rose, Jack D. (Exhibitions), Ltd. 6
Salesmaster Shopfittings, Ltd. 5
Sessions, William H., Ltd. 4
Silber, J. J., Ltd. 19
Smith & Hill (Chemists), Ltd. 18
Tedson, Thornley & Co., Ltd. 8

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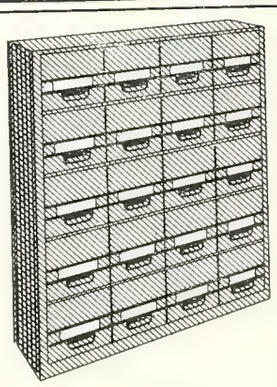

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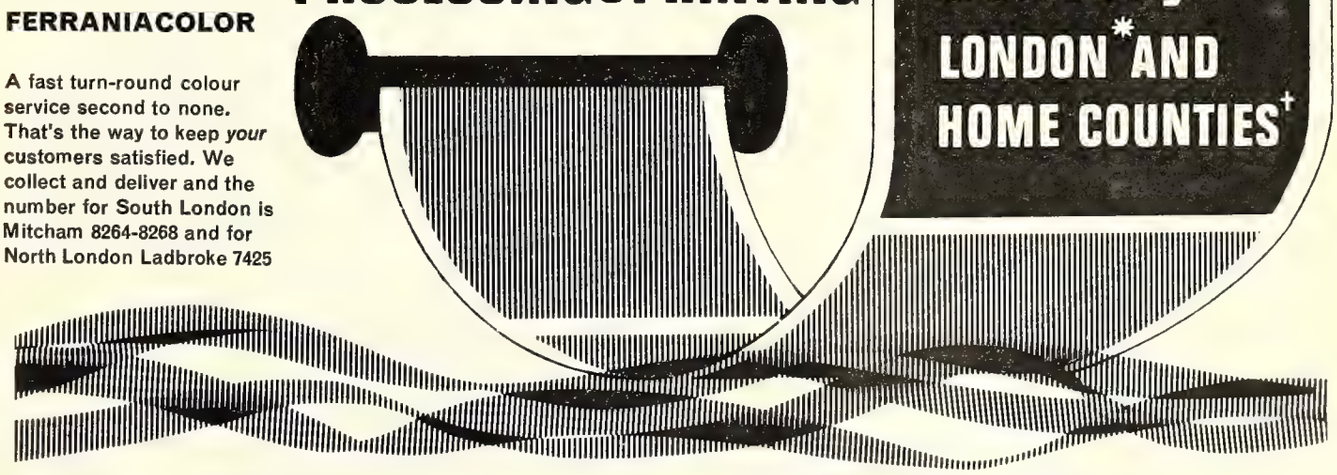

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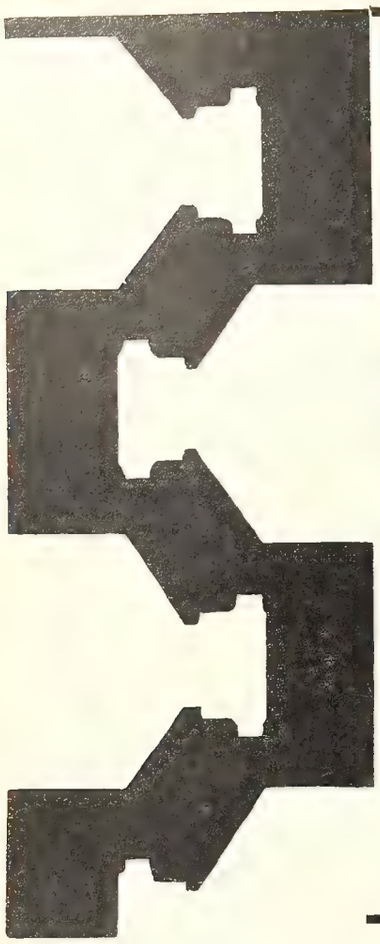

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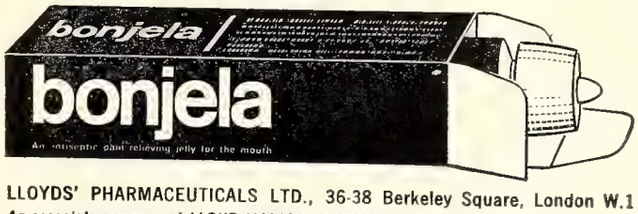

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and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 June 4, 1966 No. 4503

CONTENTS

A Pharmacist's Anthology 559
Branch Events 550
Contractors' Committee 550
From Apothecary to Pharmacist ... 562
Guide to New Medicaments 570
Leading Articles:
Employment Tax Objections 559
MANCHESTER: THE CONFERENCE VENUE
Testing Yarns, Cloths and Dressings ... 561
Some Local Pharmacies 563
Hospital Pharmacy in Manchester, 1752 to 1966 564
Pharmacy Department of the University 566
Manufacturers and Wholesalers ... 567
"Open Shop" 560
Scottish Executive Election 550
Topical Reflections 549
U.S. Packaging Contest Awards 557

Business Changes 552
Coming Events 573
Company News 551
Contemporary Themes ... 573
Correspondence 558
Deaths 552
Expansion Projects ... 552
In Parliament 551
Legal Reports 551
Local Officers 549
Manufacturers' Activities 554
New Companies 573
New Products 553
Notes on Medicaments ... 573
Packaging Notes 557
Patents 572
Personalities 552
Photographic Notes ... 555
Prescribers' Press ... 574
Print and Publicity ... 574
Shopfitting and Display ... 556
Trade Marks 572
Trade Notes 553
Trade Report 569

Index to Advertisers, p. 5. Classified Advertisements, p. 22.

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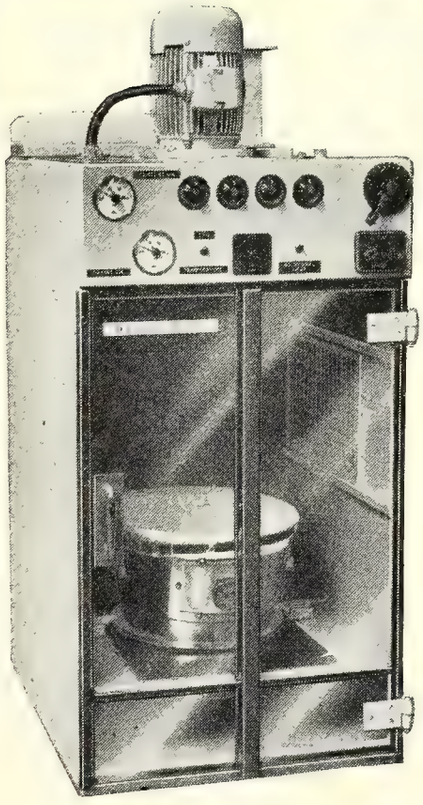

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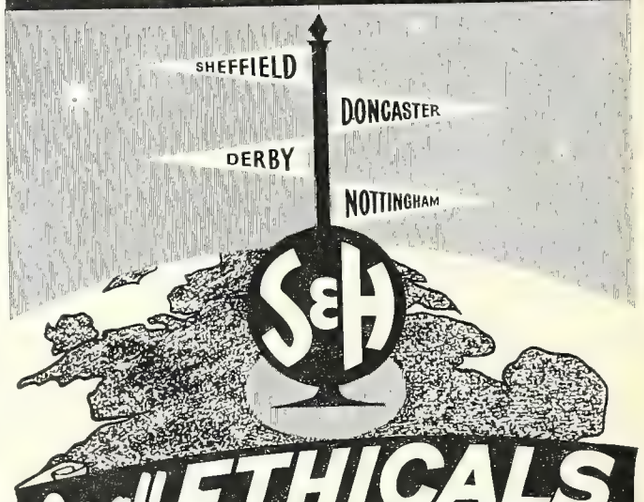

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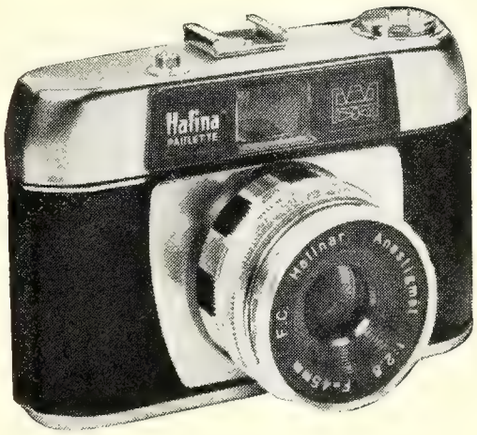

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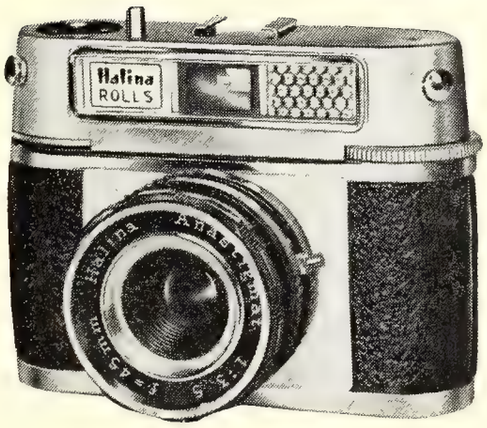

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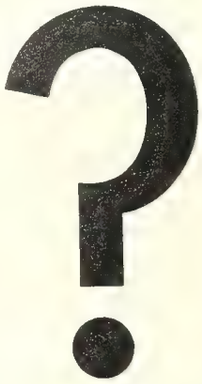

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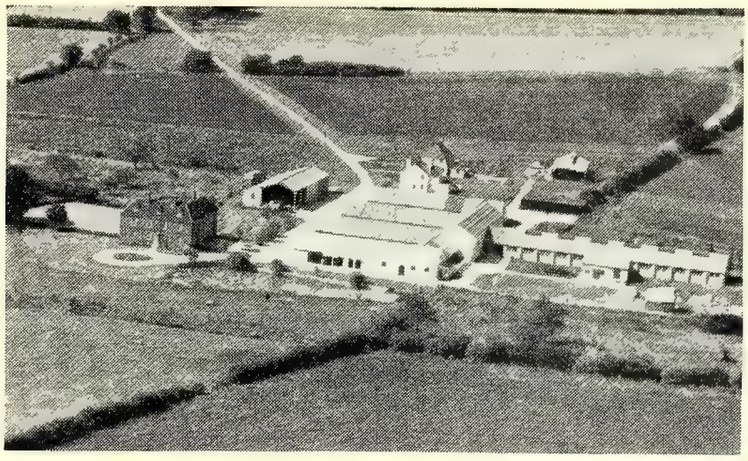

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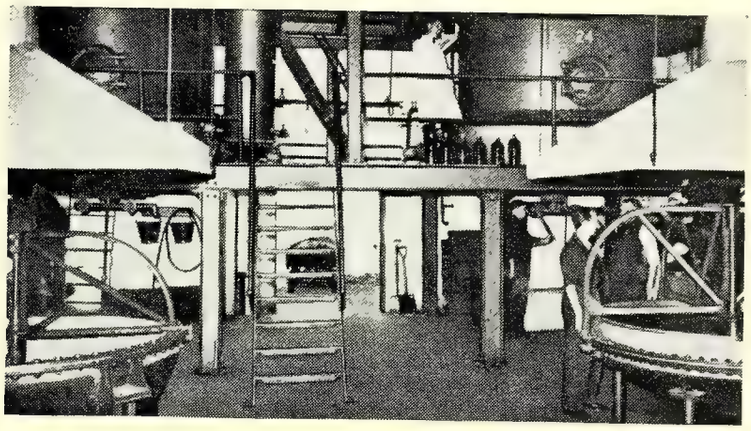

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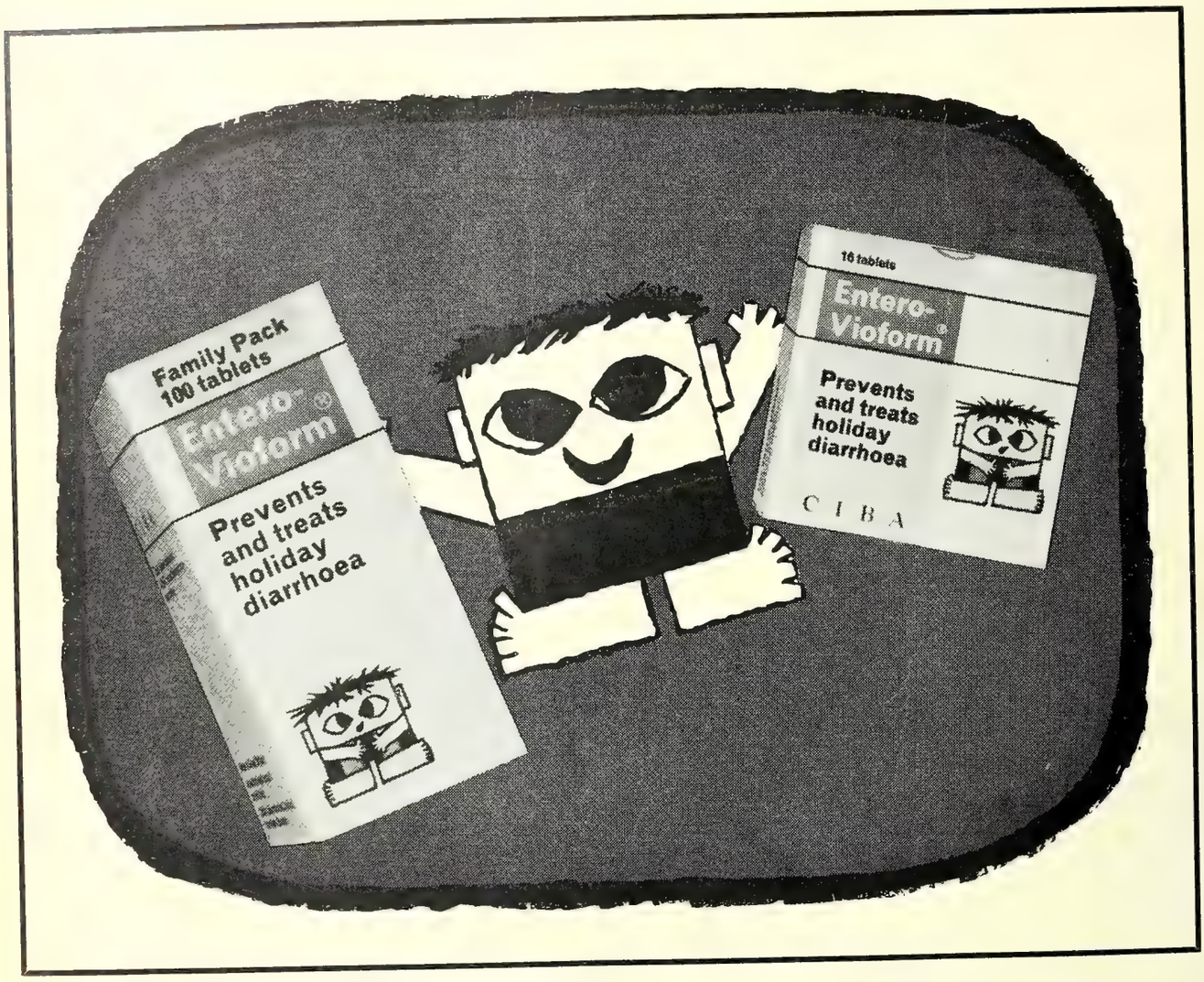

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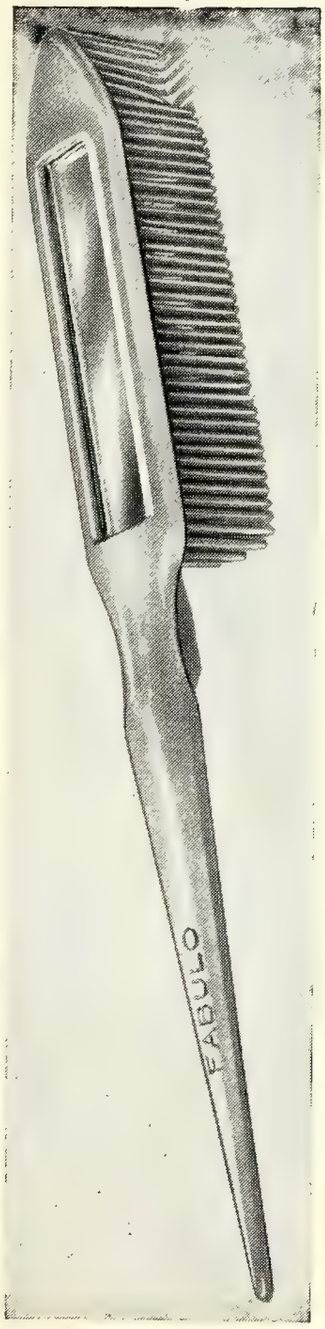

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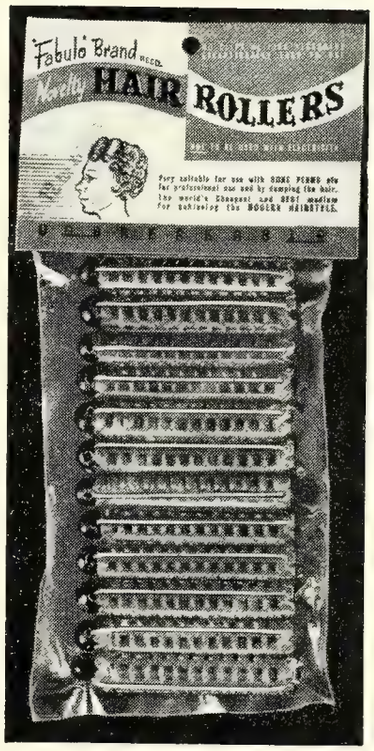

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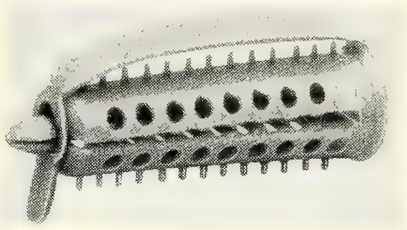

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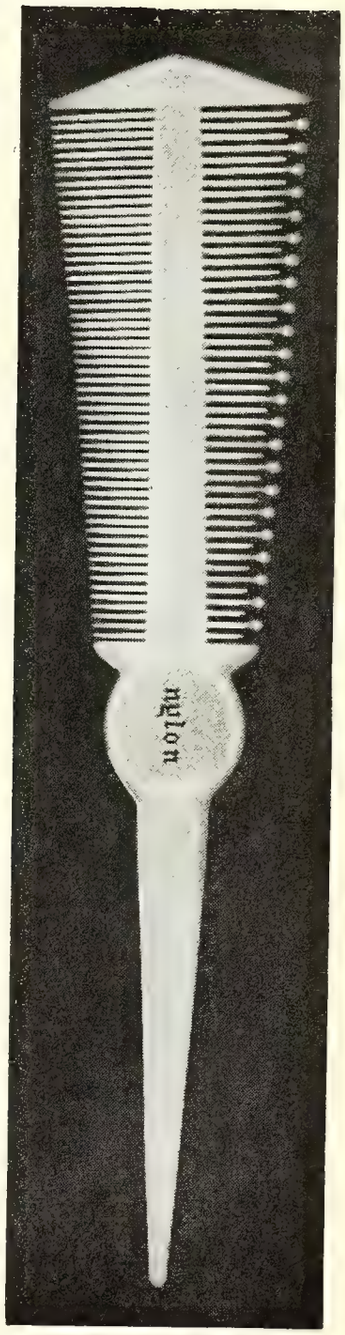

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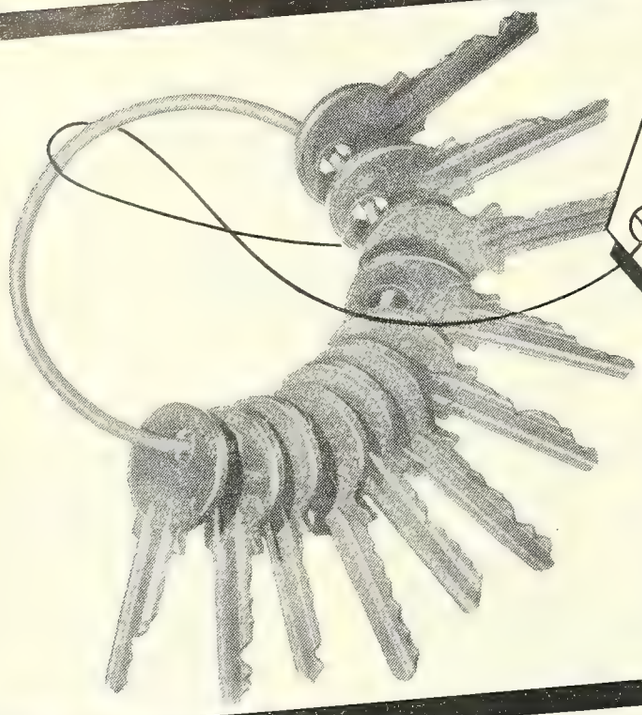

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INDEX TO ADVERTISERS

Agfa, Ltd. ..... Interleaved Edit., 17, 18, 19, 20
André Philippe, Ltd. 4
Askit, Ltd. 30
Ayrton, Saunders & Co., Ltd. 28
Beecham Food & Drink Division ..... Interleaved Edit., 15
Beecham Toiletry Division 2, 3
Boutalls Chemists, Ltd. 30
Brandt, R., & Co., Ltd. 8
Burroughs Wellcome & Co. ..... Price List Sup., page 1
Collapsible Tube Co., Ltd. 29
Consumers' Association (*Which ?*) 6
Cow, P. B. (Li-Lo), Ltd. 12
Cox, A. H., & Co., Ltd. ..... Cover iv
Cussons, Sons & Co., Ltd. 10, 11
Cuxson Gerrard & Co., Ltd. 21
Fencolor Laboratory, Ltd. 30
Freeman, William, & Co., Ltd. 6
Hadleigh-Crowther, Ltd. ..... Inset
Haetam, Ltd. 1
Her Majesty's Stationery Office 4
Heyman, A. & H., Ltd. 4
Hills Pharmaceuticals, Ltd. 29
Ilon Laboratories 30
Inter-Alia Pharmaceuticals Service, Ltd. ..... Front Cover
International Bottle Co., Ltd. 26
Jackel & Co., Ltd. 28
Jacob White & Co., Ltd. 8
Kimberly-Clark, Ltd. ..... Interleaved Edit., 16
Macarthys, Ltd. 7
Macfarlan Smith, Ltd. ..... Cover ii
Manuplastics, Ltd. ..... Cover iii
Mason, Wm., & Sons, Ltd. 4
Newman Labelling Machines, Ltd. 8
Ormskirk Photo Services, Ltd. 22
Orridge & Co. ..... Price List Sup., page 3
P & M-Warrick 5
Philips Electrical, Ltd. 24, 25
Radiol Chemicals, Ltd. 13
Reckitt & Sons, Ltd. 27
Robinson & Sons, Ltd. 23
Servotomic, Ltd. 14
Spring Grove Laundries, Ltd. 22
V. Development, Ltd. 30
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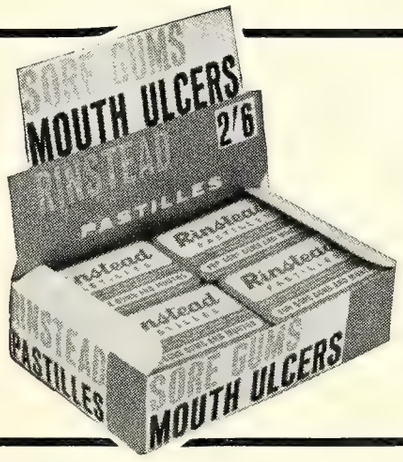

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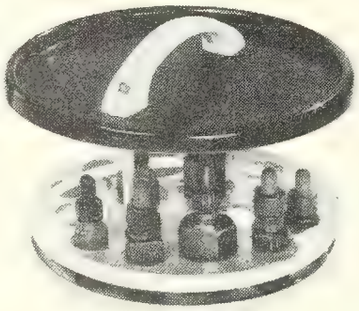

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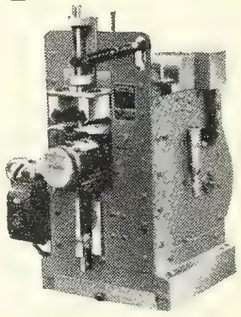
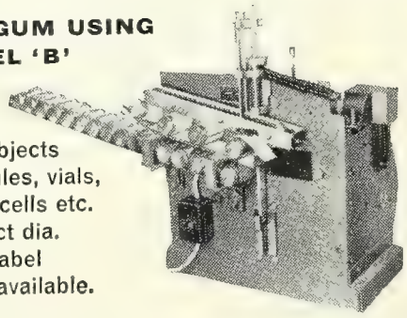
SEMI-AUTOMATIC GUM USING BENCH MODEL 'A'



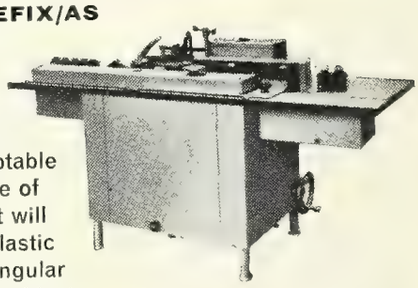
The most compact Newman labeller applies labels to many shapes of small and medium size jars, bottles, packs, cards etc. Label coding device available.

AUTOMATIC GUM USING BENCH MODEL 'B'



This labeller applies labels to cylindrical objects such as ampoules, vials, crayons, torch cells etc. Maximum object dia. 57 mm. (2¼"). Label coding device available.

AUTOMATIC THERMOPLASTIC LABELLER HEFIX/AS



This 80 per minute labeller with variable speed control is adaptable to a wide range of applications. It will apply thermoplastic labels to rectangular and cylindrical objects with equal efficiency.

Data Sheets of complete range of Labelling and Packaging equipment sent on request.

NEWMAN LABELLING MACHINES LTD

25 QUEENS ROAD · BARNET · HERTS · ENGLAND

Telephone: BARnet 9666

GERMED

WARENZEICHENVERBAND
PHARMAZEUTISCHER UND CHEMISCHER ERZEUGNISSE E.V.
117 BERLIN · TELEX 011674 · DEUTSCHE DEMOKRATISCHE REPUBLIK

MEDICINES
State tested.
Scientifically
approved.
Accepted, reliable

G. HOTH

Why change the Imperia

IT'S GETTING ALONG FAMOUSLY

Because the public is ready for an extended range. (Just cast your eyes over the photograph. That's the extent and appeal of the new Imperial Leather Men's Range. New products, new packaging to extend the appeal and success of the range to a whole new market)—all at popular prices. Cussons Imperial Leather Toilet Soap has set the standard of profitability. Steady and high. And that's the way it's going to be with the New Imperial Leather Men's Range. Come August, massive colour advertising in top women's magazines —they buy the gifts remember.

Cussons

IMPERIAL LEATHER

FOR MEN

– a real money spinner

eather men's range?

LIMITED PERIOD ONLY

-introduction to you with special bonuses

PARCEL A

Dozen
- Large After shave
- Large Brilliantine
- Large Hair Grooming
- Small After Shave
- Small Brilliantine
- Small Hair Grooming
- Hair Cream
- Shave Cream
- Shaving Stick Refill

mmended Selling Price 8.14.10.
ard Trade Price (inc.Tax) 6. 6. 3.
um Profit £2. 9. 7.

Bonus— **10/-**
n/Cheque, or Bonus
k to the value 13/9.

PARCEL B

Dozen		Dozen	
2/12	Aerosol Hair Grooming	8/12	Small Hair Grooming
2/12	Aerosol Deodorant	5/12	Large Hair Grooming
2/12	Aerosol Shave Foam	1	Solid Brilliantine
1.8/12	Small After Shave	6/12	Shower Talc
8/12	Large After Shave	6/12	Shaving Cream
1.2/12	Small Brilliantine	6/12	Hair Cream
5/12	Large Brilliantine	1	Shaving Stick Refill
		1	Shaving Stick Complete

Recommended Selling Price 17.19. 3.
Standard Trade Price (inc.Tax) 12.17.11.
Minimum Profit £5. 1. 4.

Plus Bonus— **20/-** Cash/Cheque, or Bonus stock to the value 27/6.

Each parcel includes pre-packed dispenser units and pack crowners.

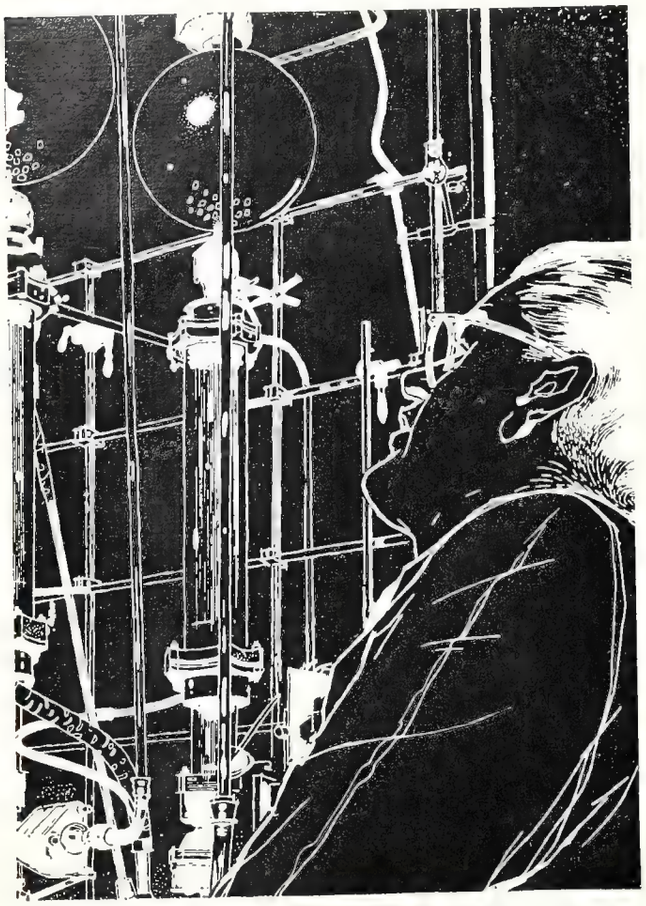
PARCEL C

Dozen	
1	Aerosol Deodorant
1	Aerosol Hair Grooming
1	Aerosol Shave Foam

Recommended Selling Price 11.5.0.
Standard Trade Price (inc.Tax) 8.3.9.
Minimum Profit £3.1.3.

Plus Bonus— **10/-** Cash/Cheque, or Bonus stock to the value 13/9.

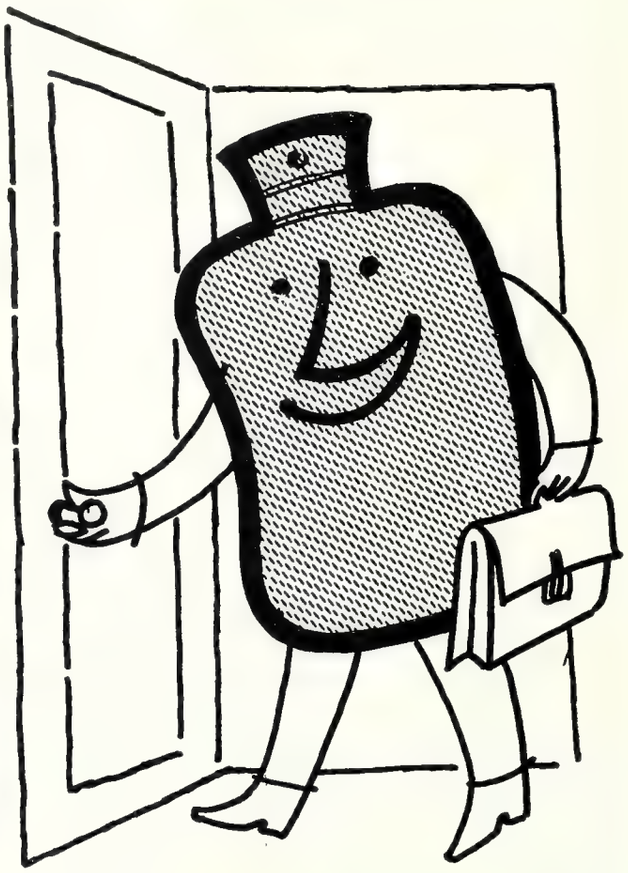
A PROGRAMME OF NON-STOP RESEARCH



Vitamins in bulk from Vitamins Limited

Natural & Synthetic Vitamin A
Vitamin B_1 (Aneurine Hydrochloride B.P.) Plain or coated
Vitamin B_2 (Riboflavine B.P.)
Vitamin B_6 (Pyridoxine Hydrochloride B.P.C./U.S.P.)
Vitamin B_{12} (Cyanocobalamin B.P.)
dl. Calcium Pantothenate U.S.P. & Feed Grade
d-Calcium Pantothenate Feed Grade
Vitamin C (Ascorbic Acid B.P.) Plain or coated
Vitamin D_2 (Calciferol B.P./U.S.P.)
Vitamin D_2 (Oily Concentrate)
Vitamin D_2 (Dry Powder 200,000 i.u./GRAM)
Natural Vitamin E
(d-Alpha Tocopheryl Acetate)
(Feed Grade)
(d-Alpha Tocopheryl Acid Succinate)
(Mixed Tocopherols)
Folic Acid B.P./U.S.P.
Inositol
Nicotinic Acid B.P. & Feed Grade
Nicotinamide B.P.
Protected A & D_3

Bulk Sales Division,
Vitamins Limited
Upper Mall, London, W.6. Telephone: RIVerside 5001
Telegrams: Vitamins, London, Telex.



Don't miss the LI-LO man

Don't miss the Li-Lo man when next he visits you — all your customers will be wanting to buy the exciting range of Li-Lo hot water bottles.

With competitive prices and a wide choice of colour and style we're sure that even you will be amazed at the wonderful value offered.

P. B. Cow (Li-Lo) Ltd., Trading Estate, Slough, Bucks
Tel: No 20333.

LI-LO

Radian products in the world of sport

World Cup

West Indies Cricketers

Wimbledon Tennis

Tour of Britain

Commonwealth Games

Radian's close link with these international events is widely advertised in sporting publications—swelling the ever-increasing public demand.

SPECIAL OFFER - ONLY A FEW DAYS LEFT

Closing date June 30 for the special spring discount offer—10% extra off 2 dozen or more mixed Radian products. Get your order in now!

RADIOL CHEMICALS LIMITED

Radian House . 78 Upper Richmond Road . LONDON SW15
Tel.: VANdyke 1642 & 2692

Scottish Agent: Donald Macaulay Ltd. . 22 King Street . TRONGATE . Glasgow C1 . Tel.: Glasgow Bell 1909.

N. Ireland Agent: Groves of Ireland . 54 Great Victoria Street . BELFAST 2 . Tel.: Belfast 29333.

C&D

CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 June 11, 1966 No. 4504

CONTENTS

£¾-million Extension at Welwyn 594
Arthritics and Rheumatics 580
Chemists' Opening Hours 580
Correspondence 585
Leading Articles:
Built-in Frustrations 587
Overseas Trade in April 587
New Fellows of the Society 589
New Products and Packs 583
"Open Shop" 588
Pesticide Names 579
Pharmaceutical Society of Northern Ireland: Council Meeting 589
Pharmaceuticals in West Africa 590
Regional Conference at Plymouth ... 578
Scunthorpe Tablet Identification Cabinet 593
Therapeutic Substances 579
Topical Reflections 577

Aids to Efficiency 583
A Pharmacist's Anthology 589
Branch Events 582
Business Changes 581
Coming Events 599
Commercial Television ... 600
Company News 581
Competitions 595
Contemporary Themes ... 599
Deaths 581
Expansion Projects ... 580
Instruments and Apparatus 595
Local Officers 577
Marriages 581
New Companies 600
Patents 598
Personalities 581
Prescribers' Press 600
Print and Publicity ... 599
Shopfitting Notes ... 593
Trade Marks 598
Trade Notes 584
Trade Report 596
World Trade 599

Index to Advertisers, p. 4. Classified Advertisements, p. 31.

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which includes The Chemist and Druggist Diary and Year Book, £4 5s. Single copies 1s. 3d. each (postage 8d.).

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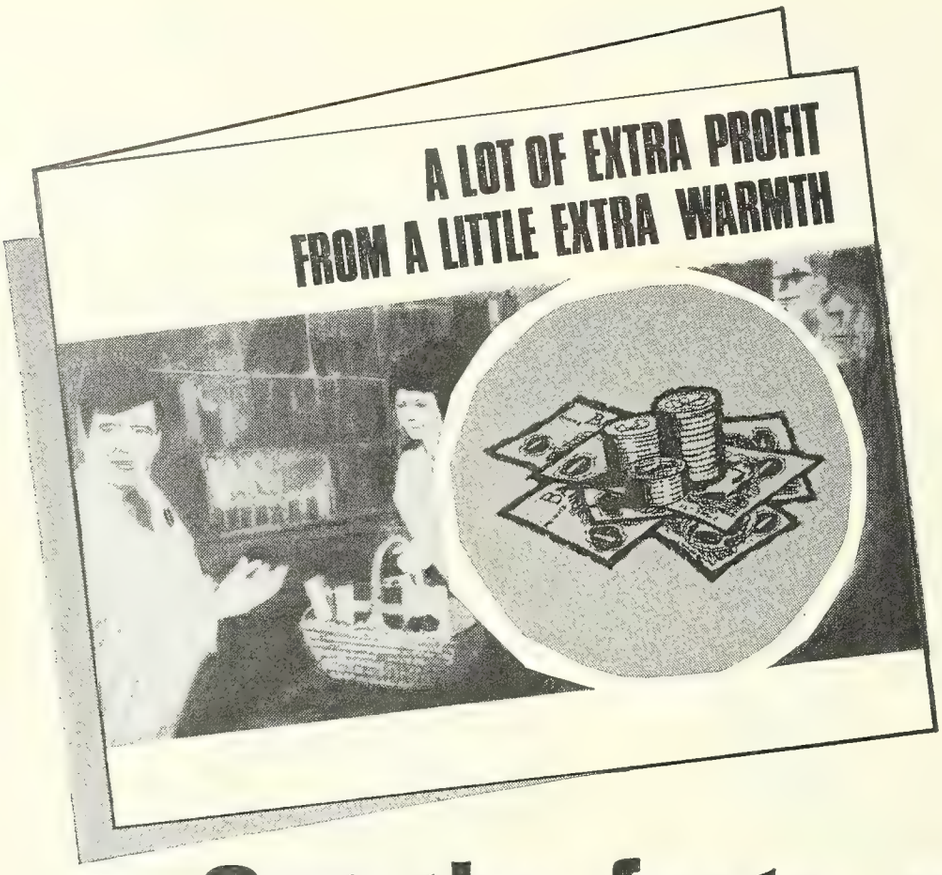

Get the facts on GAS-FIRED SERVOWARM SHOP HEATING

See how much you can save on running costs

It pays to bring your customers in from the cold. To give them a warm welcome throughout the winter months—as you can, now, with Servowarm Shop Heating. A central heating system, extremely compact, efficient and economical, that will help so much to boost your profits when you need to boost them most. Servowarm Shop Heating is just the kind of heating you have been waiting for so long. Find out all about Servowarm Shop Heating now.

A MEMBER OF THE GKN GROUP OF COMPANIES

TEAR OFF THIS COUPON AND POST TODAY

Please send me the fully illustrated leaflet describing Gas-Fired Servowarm Shop Heating

NAME.....

ADDRESS.....

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To: SERVOWARM CENTRAL HEATING
199 The Vale, London W3. Tel: SHEpherd's Bush 1244

11CD6

44% of all new mothers will sample Carella in this Free Bounty Parcel

Carella is the only vitamin C supplement that is 100% natural. 44% of all mothers having babies this year will receive a free Bounty Parcel which will include a sample bottle of Carella. Carella comes from the Acerola Cherry (*Malpighia punicifolia* L), the richest known source of ascorbic acid with more than twice the vitamin C content of English rose hips. Carella is completely natural with no synthetic chemicals, no colouring or preservatives added.

What's in it for you? There's a voucher worth 1/- when mothers buy their first bottle of Carella. And there's a useful baby care leaflet telling them all about Carella. These mothers are your customers. They'll spend the voucher with *you* and they'll go on buying Carella. Year round advertising with full colour pages will ensure that they continue to buy Carella. Demand will be heavy. Order your Carella now.

Carella—the only vitamin C supplement that is 100% natural

FROM *Kotex*★
FEMININE TOWELS
3 EXCITING HOLIDAY OFFERS
more sales—more profit!

BEACH TOWEL *(50" x 27" approx.)*
two shades of blue or orange and yellow.
Only 16/11 each.

SET OF 3 POLYTHENE CONTAINERS
Pale blue (5 pint), pale yellow (3 pint)
and natural colour (1 pint). At 9/6 per set.

BEAUTY CASE
blue or white. Only 49/11
(a minimum saving of 25/-).

These special prices ONLY when women buy KOTEX from YOU!

And to make
a good thing even better—
YOU CAN GET
2/6 OFF EVERY CASE
of Kotex ordered
(minimum order two cases)

Remember
Kotex offer you a higher rate of profit than any other leading sanitary towel brand

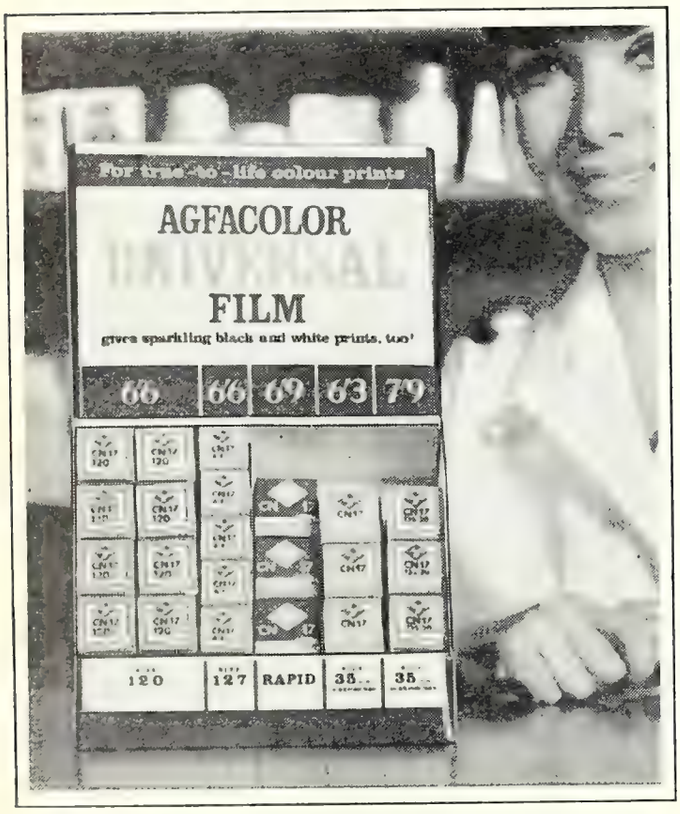
Ask our representative for full details, or write to Kimberly-Clark Ltd., Larkfield, Nr. Maidstone, Kent. (Tel: Maidstone 77700) or 'phone Manchester Blackfriars 1473
★ Regd. Trademark Kimberly-Clark Corp.

Take a Snapshot

Win a pound...

in the AGFA-GEVAERT

Send us a photograph of your AGFACOLOR UNIVERSAL FILM DISPENSER on display in your shop and YOU WIN £1



Send us a photograph of your AGFA RAPID CAMERA DISPLAY UNIT on display in your shop and YOU WIN £1

*The quality of the photographs does not matter. Your name and address should be clearly printed on the back of each print. If you do not have a dispenser or display unit, contact Agfa-Gevaert Limited.

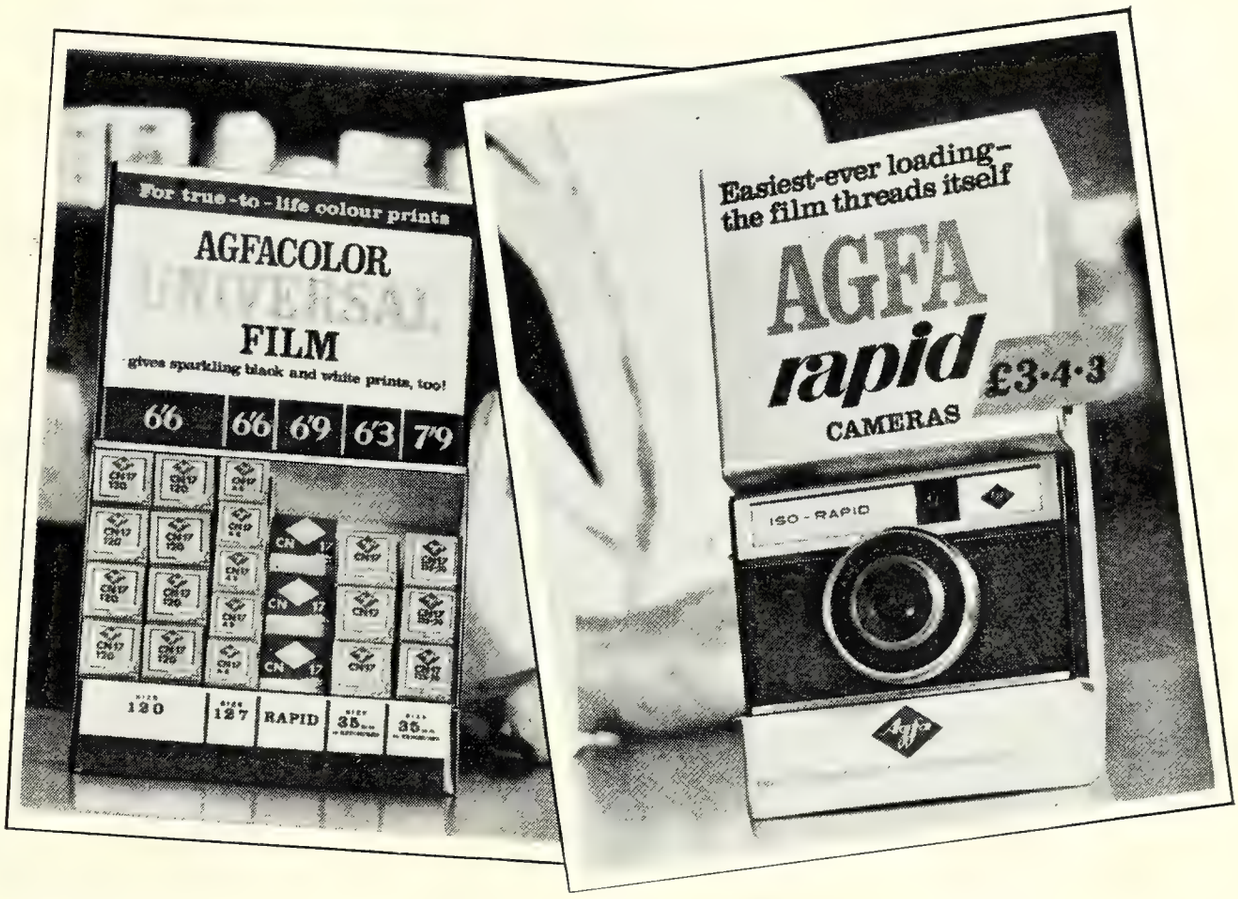
Scores of £5 prizes too!

Special Agfa representatives will be making check calls. If one of the special Agfa representatives calls on you and your Universal Dispenser or Agfa Rapid Display are approximately in the same position as shown in your photograph—YOU WIN £5

*Your Agfacolor Universal Film Dispenser both as shown in your photograph and as seen by your Agfa representative, *must* contain at least 12 Agfacolor Universal Films. All photographs must reach this address by last post on June 30th 1966. 'Pound a picture,' Agfa-Gevaert Limited, Great West Road, Brentford, Middlesex.

'Pound a picture' payout!

Send us photographs of *both* your AGFACOLOR UNIVERSAL FILM DISPENSER *and* your AGFA RAPID CAMERA DISPLAY UNIT and YOU WIN £2



You could win a total of £7

-and it's easy money!

Agfa

Make sure you have ample stocks of AGFACOLOR UNIVERSAL FILM and AGFA RAPID CAMERAS for your Photographs and Displays.

Post the coupon below for your special 'Picture Payout' Pack containing 12 Universal films, and your Rapid Cameras.

Post today–remember you could win £7

To: Agfa-Gevaert Limited, Great West Road, Brentford, Middlesex. So I can take a photograph, please send me my special 'Picture Payout' Pack containing 12 Agfacolor Universal Films, made up as follows: (indicate quantities required)

☐ Size 120 ☐ Size 35mm 12 exposure
☐ Size 127 ☐ Size 35mm 20 exposure ☐ Rapid

Please also send me the following Agfa Rapid Cameras

☐ ISO RAPID 1 CAMERA (indicate quantity required)

NAME.....

ADDRESS.....

.....

.....

Agfa

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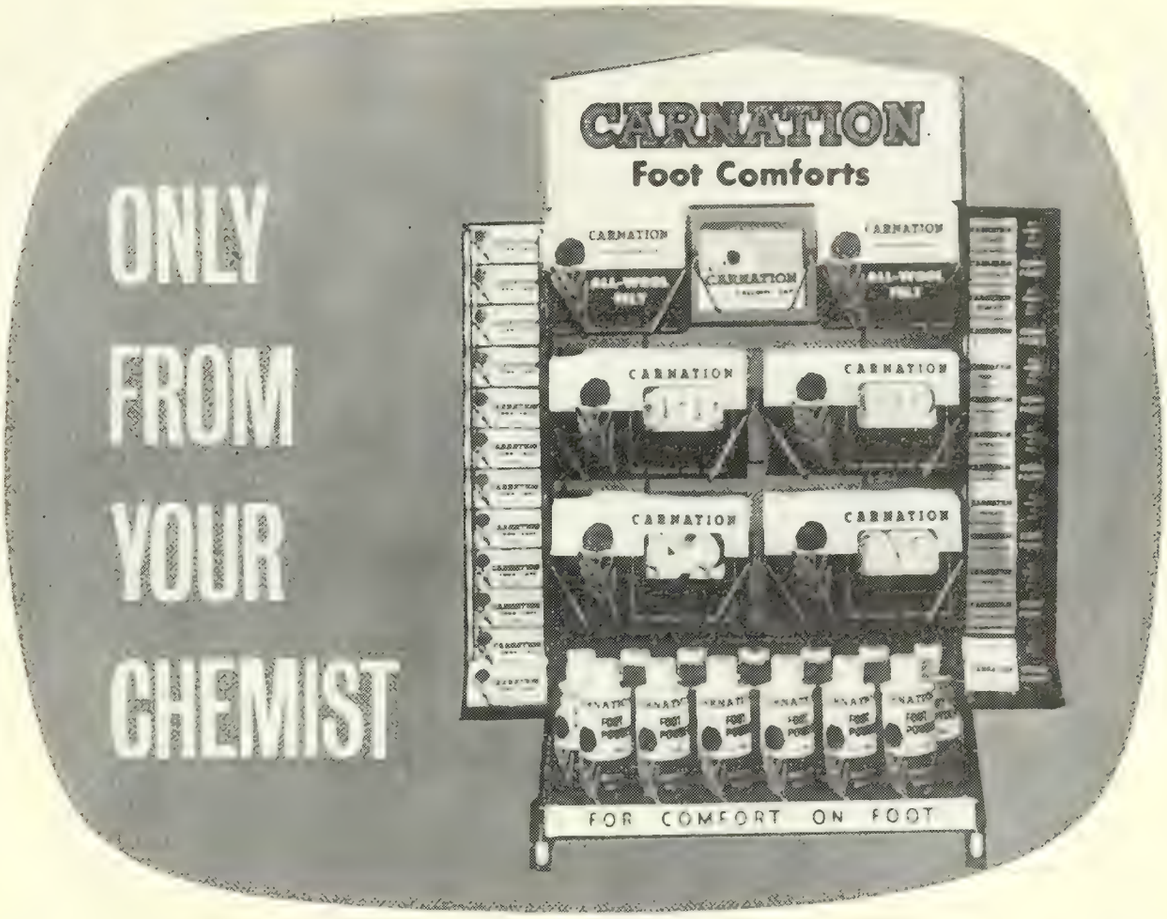
trusted throughout the photographic world

NOW APPEARING ON TV
THROUGHOUT THE COUNTRY!



IS THIS DISPLAY STAND ON YOUR COUNTER?

FREE DISPLAY STAND WITH SPECIAL PARCEL OFFER ORDER NOW!

★ 6 DOZ CORN CAPS • ½ DOZ CALLOUS CAPS
½ DOZ FOOT POWDER • 1½ DOZ CORN PAINT
1 DOZ EACH THICK & THIN S.A. CORN RINGS
½ DOZ EACH THICK & THIN S.A. BUNION RINGS
1 DOZ ASSORTED THIN, MEDIUM, & THICK CHIROPODY FELT

SPECIAL OFFER PRICE
£7-12-6 plus 27/3 P. Tax

*The six dozen Corn Caps included may be counted towards a bonus quantity if ordered at the same time.
Minimum order £7, all goods, excluding tax.
Carriage Paid £10, all goods, excluding tax.

CUXSON, GERRARD & CO. LTD., OLDBURY, BIRMINGHAM. Tel: BROadwell 1355

All right-do it yourself then!

Buy your staff's work garments. Deliver them to the laundry and *pay* for repairing, cleaning, sterilising and pressing them. And buy more when they wear out. But on the other hand you could pay a low weekly hire charge to Spring Grove and they'd supply you with garments of the type you choose. Repair, clean, sterilise and replace them FREE! *And* do the same with your washroom towels, saving you a great deal of bother. But of course it's up to you. If you're not interested . . .

Now wait a minute! Who said I wasn't interested? If you can *prove* your point, then you've got a new customer. So don't just stand there—convince me!

Name .....

Company .....

Address .....

CD/11/66

SPRING GROVE LAUNDRIES LIMITED

SPRING GROVE SERVICES
Head Office, Spring Grove Rd.,
Isleworth, Middlesex.
Telephone ISLeworth 8081
Branches throughout the country

OPS

ORMSKIRK PHOTO SERVICES LTD.

EKTACHROME–24 HOUR SERVICE BY THE NEW E4 PROCESS

KODACOLOR SPECIALISTS

AGFACOLOR—OFFICIAL 'AGFA' PROCESSING STATION

ALL COLOUR—FAST EFFICIENT SERVICE

BLACK & WHITE—COMPLETE SERVICE IN 24 HOURS

Daily collection in many parts of Lancashire throughout the year.

OPS

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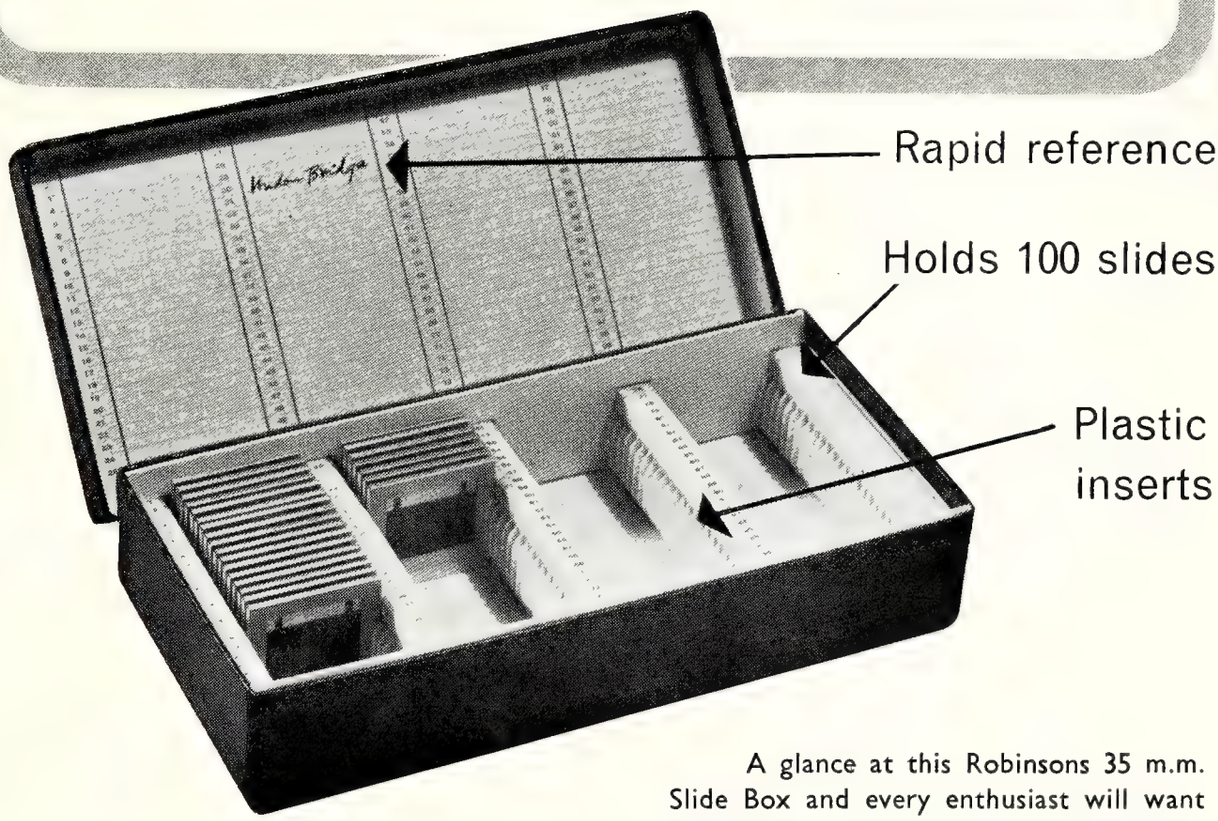
P.O. BOX NO. 6. DERBY ST., ORMSKIRK, LANCS.
Telephone ORMSKIRK 2208

Enthusiasts will want this 35 m.m. SLIDE BOX



A glance at this Robinsons 35 m.m. Slide Box and every enthusiast will want to possess one. A clearly numbered title index instantly locates any of the 100 slides, which are fully protected in plastic inserts having a corresponding number. A first class slide box at a really competitive price.

REGD. TRADE MARK

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OF CHESTERFIELD

Robinson and Sons Limited
Wheat Bridge Mills, Chesterfield ☐ *Telegrams:* Boxes Chesterfield ☐ *Telephone:* 2105 (11 lines) ☐ *London Office:* King's Bourne House 229/231 High Holborn, London WC1 ☐ *Grams:* Omnibox Holb. London ☐ *Phone:* HOL 6383

Now on parade..

PHILISHAVE

here's the rest of

PHILISHAVE STATESMAN

The most complete shaving instrument ever designed. World-famous Rotary Action with *microgroove* Floating Heads. Built-in hair trimmer. On/Off switch. And new high-power motor. AC/DC 110-130 and 200-240v. £9.15.0.

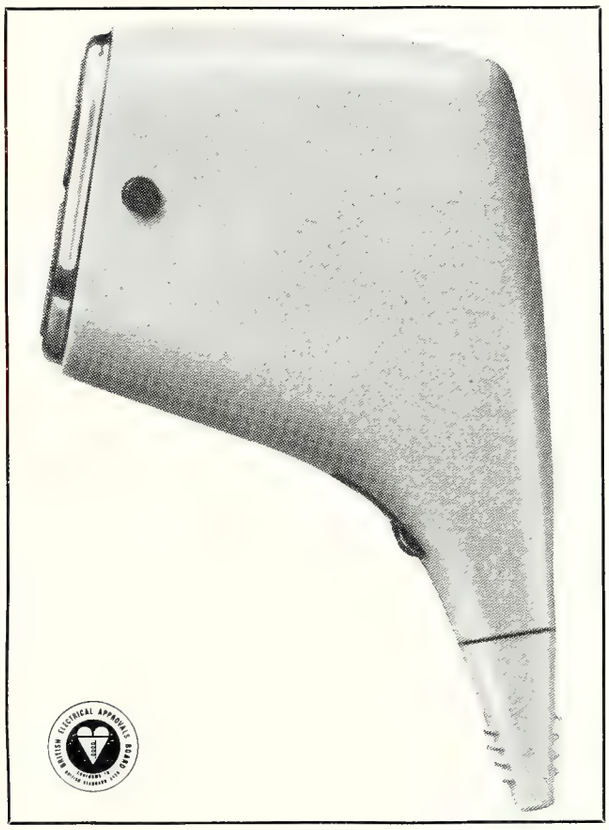
PHILISHAVE DIPLOMAT

Another best-seller with *microgroove* Floating Heads for even closer shaving. This great 'Philishave' has so much to offer you'd expect the price to be far, far higher than it is. AC/DC 100-130 and 200-240v. £7.17.6.

r super shaves and super sales-

HE NEW PHILISHAVE SCORT

TH MICROGROOVE SHAVING HEADS



hi andsome new addition to the great 'Philishave' ng s the shaver with a built-in success story! For the sc in gleaming oyster-white, is the only shaver with ot Action and *microgroove* shaving heads at such a low, w ce. Each of these microgrooves is 35% thinner than e rounding area. That means the skin can penetrate er eeper into the slots to ensure an even closer shave. Wh more, the Escort has a powerful newly-designed ot for maximum space-saving efficiency. So here's eg ce, economy, and immaculate 'on-parade' shaving erf nance – and all for only 6½ guineas!
C/C 110-130 and 220-240v.

6½ GNS

LOOK AT THESE TOP FEATURES:

- Elegant design for fit-the-hand comfort.
- Flip-top for easy cleaning.
- New instant voltage change for world-wide operation.
- Newly-designed motor for maximum power and small size.
- Slick zip-around travelling case complete with cleaning brush.
- Superb efficiency – and terrific value for money.

he Best-Sellers!

PHILISHAVE CORDLESS

Here's full-power Rotary Action shaving anytime – anywhere. Gives six weeks' superb shaving on four small batteries – Ever Ready HP7 or similar – obtainable anywhere in the world. No plugs, no flex – no trouble at all! And only £5.5.0.

PHILIPS

PHILIPS PHILISHAVE

MORE THAN EVER THE WORLD'S GREATEST SHAVER RANGE

(PS136A)

Spotlight your bottles with elegant caps from IBC

THE INTERNATIONAL BOTTLE CO LTD

140 PARK LANE · LONDON W1 · TELEPHONE: MAY 6992 (5 LINES) · TELEGRAMS: AUTREFOIS AUDLEY LONDON

Codis

when pain is severe

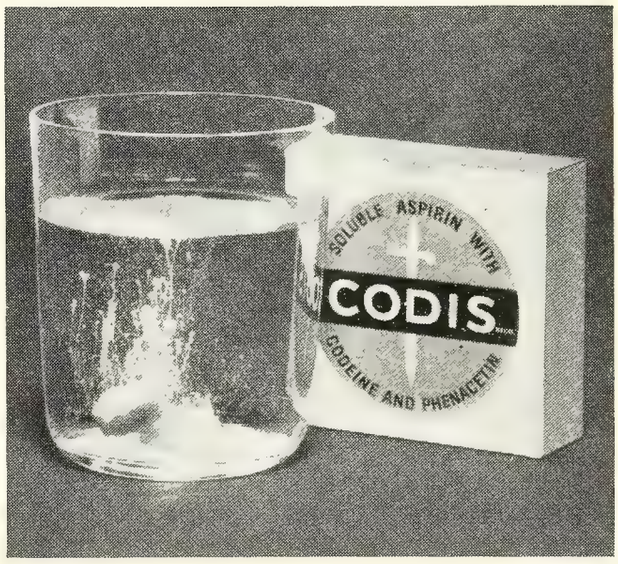
Codis tablets provide soluble aspirin together with codeine and phenacetin. Absorption is rapid and there is less likelihood of gastric irritation during prolonged periods of administration.

In addition to the rapid analgesic and anti-inflammatory action of soluble aspirin and phenacetin, the codeine component exerts a gentle sedative effect often helpful in those cases of mild insomnia associated with pain.

Codis tablets are pleasant to take and, being administered in water, are particularly suitable for invalids and the elderly.

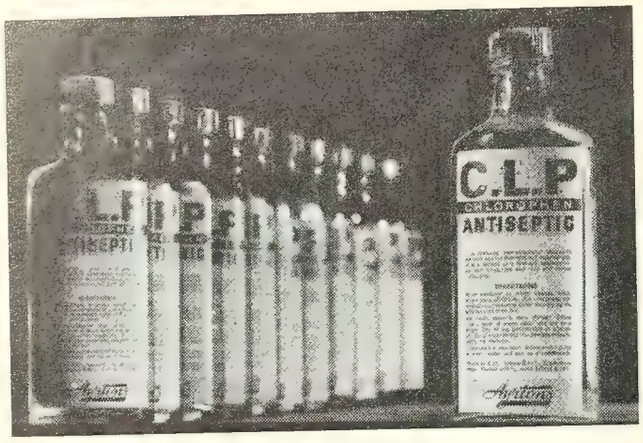
Codis tablets are stable over long periods of time and are presented in protective moisture-proof foil.

Basic N.H.S. price: 500 tablets 25/-.



RECKITT & SONS LTD., PHARMACEUTICAL DEPARTMENT, HULL, YORKS.

C.L.P. + Y.O.U.----spells S.U.C.C.E.S.S.



Most pharmacists will have seen Ayrtons pack of this general personal antiseptic and many have bought.

We hope as many as possible will back up our prompt effort to enable the pharmacist to take his rightful place as the proper distributor of personal antiseptics.

Our presentation is bright and attractive and our formulation is correct in every detail.

We have also tried to simplify the stock position by issuing a 4 oz. pack at a reasonable price so saving double stock.

Retailing at 2/6 per bottle
C.L.P. cost 16/- per dozen. No Tax

Buy 3 dozen and we reduce the cost to 15/- per dozen enabling you to give your sales staff 1d. per bottle and this encourages their interest in your campaign. It must be a campaign you know, not just a feeble skirmish. Buy 6 dozen and we will reduce the price to enable you to give your sales staff 2d. per sale. What about it ? Good idea don't you think ?

AYRTON, SAUNDERS & COMPANY LIMITED.
LIVERPOOL · PRESTATYN · DUBLIN

ROYAL SWEDEN

Write for complete details and prices to the U.K. distributors.

HAIRBRUSH 'DEAL 66'

*Brush up your profits with this special "Deal 66" offer . . . **Now** is the time to order*

★ ★ ★ ★ ★ ★ ★

Royal Sweden Hairbrushes are fashioned in mirror-smooth Swedish Hardwoods—stronger, last longer, as a result of blending nylon with pure hair bristle.

A range of twelve popular pieces, each brush window boxed for quick selling display

DEAL COST
£6 .0 .0 Plus P.T.

YOUR RETURN 32·42%
On Cost Inc Tax.

JACKEL & CO. LTD
BLYTH, NORTHUMBERLAND

A SCOTTISH COMPANY
Head Office: Shuna Place, Glasgow, N.W.
London Office: 56 Wigmore Street, LONDON, W.1

HILL'S BIG 4

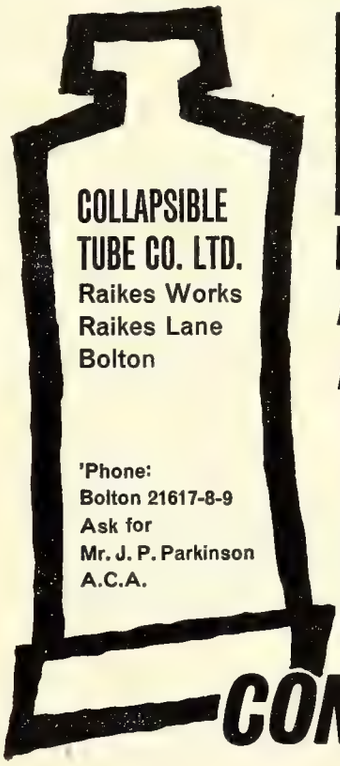
'CHEMISTS ONLY' LINES

REVISED PRICES

EFFECTIVE FROM MONDAY 6th JUNE 1966

	RETAIL PRICE	COST PRICE DOZ.	PURCHASE TAX DOZ.
Hill's Adult Balsam (100 ml)	3/11	28/-	7/-
Hill's Adult Balsam (200 ml)	6/6	47/-	11/9
Hill's Junior Balsam (100 ml)	3/3	23/4	5/10
Hill's Balsam Pastilles	2/9	20/4	5/1
Hill's Sore Throat Lozenges	UNCHANGED		
	3/-	24/-	-

HILL'S PHARMACEUTICALS LIMITED, SPRING BANK WORKS, NELSON, LANCASHIRE



THE COLLAPSIBLE TUBE CO. LTD.

Without doubt, the name for the most reliable service for any tube packed pharmaceutical product.

- Ultra-reliable delivery dates. New Orders 8/10 weeks.
- Highest standard of manufacture and finish in tin, aluminium or lead.
- No run too small.
  AND
- Keenest of prices.

CONTACT US FOR A SERVICE YOU CAN RELY ON

QUEEN

Non Irritant

BEAUTY PRODUCTS

THE SAFETY FACTOR IN EVERYDAY MAKE-UP

Prescribed by the Medical Authorities for over 20 years as the pure and safe cosmetic for sensitive skins.

New terms give 33⅓% discount.

Obtainable from Messrs. Sangers Ltd., and Allied Companies, through your wholesaler, or direct from

BOUTALLS CHEMISTS LTD.,
60 Lambs Conduit St., London W.C.1

FOR ALL ANCILLARY SERVICES
FENCOLOR PROCESSING LABORATORY

Prints from transparencies — duplicate colour prints, transparencies from colour prints, everything you ever need plus Personal Service.

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LABORATORY

P.O. BOX 47, ABBEY ROAD, CAMBRIDGE. *Tel:* 54507

THE FABULOUS 'NERON'
ULTRA VITALUX &
INFRA RED

PRESCRIPTION LAMPS BY "OSRAM" GMBH., GERMANY

V-DEVELOPMENT LTD
22, CLIFTON RD. W.9

Whatever you need in

LABELS

for Prescriptions, Own Lines, Price and Code marking etc., we can supply. Self-adhesive, water gummed, heat seal, embossed foils. Try us!

SESSIONS

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ILODERM

a unique self-sterile Ointment that compares with no other in the treatment of:—

BURNS •
BEDSORES •
IMPETIGO •
NAPKIN RASH •
DERMATITIS •
CRACKED NIPPLES •

ask your usual wholesale House for supplies

ILON LABORATORIES
LORNE STREET, HAMILTON, LANARKSHIRE

Do not disappoint your customers
—stock and display

askit

Powders and tablets for the safe and speedy relief of headaches, colds, chills, rheumatic and nerve pains.

EX ALL LEADING WHOLESALE HOUSES

C&D CLASSIFIED ADVERTISEMENTS

Address Box Number Replies to: THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2. Tel.: CENTRAL 6565

This service does not extend to the forwarding of samples.

APPOINTMENTS — **27/-** per ½" s.c. minimum and pro rata. AGENTS — AUCTION SALES — BUSINESSES FOR SALE and WANTED — CLEARANCES and WANTS — CONTRACTS — MISCELLANEOUS — PATENTS — PARTNERSHIPS — PREMISES — PUBLIC and LEGAL NOTICES — SITUATIONS VACANT. Run-on — **4/6** per line (minimum **22/6**). Semi-display — **27/-** per ½" s.c. minimum. Displayed with border rule, larger type faces and blocks — **72/6** per s.c.i. minimum. Reduced rates for one-third, one-half, and full pages on application. SITUATIONS WANTED — **7/6** per 18 words minimum, then **5d.** per word. Use of Box No. — **3/-**. Advertisements received by 4 p.m. Tuesday published same week.

PREMISES

A Star (Greater London) Holdings Ltd., Development
The Beeches, Market Place,
LONG EATON,
Derbyshire

SHOPS TO LET

in new precinct development
3 Shops Let to Hartley Carpets Ltd.,
5,000 Square Feet OFFICES Reserved

Joint Sole Agents:

P. H. R. TAYLOR & PARTNERS,
24 Tamworth Road, Long Eaton,
Long Eaton 2066

JONES, LANG, WOOTTON,
58 St. James's Street, S.W.1,
Hyde Park 6040

C 7087

COUNTY BOROUGH OF WALLASEY
LEASE OF SHOP
SANDBROOK LANE
HOUSING ESTATE

Tenders invited by 4 p.m. Monday, 20th June, 1966, for lease of one single-storey lock-up shop. Preference given to application for use by chemist.

Particulars and form of tender from Town Clerk, Town Hall, Wallasey.

A. G. HARRISON,
Town Clerk,
Town Hall,
WALLASEY

C 7083

HANDFORTH
CHESHIRE
New Shopping Precinct
in rapidly expanding neighbourhood.

Excellent opportunity for
CHEMIST

Flats available if required. Present lettings include Banks, Hardware, Newsagent, Launderette, Supermarket, carpets, drapery and men's outfitters.

UNITS available from £750 p.a.

BROOKLEIGH PROPERTY INVESTMENTS, LTD.,
ARTHUR HOUSE, CHORLTON ST., MANCHESTER, 1
Tel.: CENtral 2602

C 1838

NANTWICH, CHESHIRE. Extensive freehold modernised shop premises for sale, opposite famous Cheshire Cat Restaurant, situate in a prominent position within 200 yards of large housing estate and within 50 yards of public car park. In an expanding market town. Ground floor area 1,250 sq. ft. with good loading and off-loading facilities to the rear. 1st floor modern flat or storage accommodation. Full central heating throughout. Freehold. Vacant possession. Further information from Peter Wilson & Co., 50 Hospital Street, Nantwich (Tel.: 65208/9). C 1837

HADLEY WOOD MIDDX.

NEW SHOPPING PARADE
MONOPOLY POSITION IMMEDIATELY ADJ. STATION
Excellent opening for
CHEMIST
to—Self-service food store, Lettings already arranged Off Licence, News / P.O., Ladies' Hairdresser.

HEALEY & BAKER
29 ST. GEORGE STREET, HANOVER SQ., LONDON, W.1. MAYfair 9292

C 7092

BUSINESSES FOR SALE

DRUG STORE, with living accommodation, established 20 years, wine and spirit licence. Owner retiring. P. Smith, 48 Oxford Street, Mountain Ash, Glam. C 1834

APPOINTMENTS

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS
Locum Pharmacist

required for modern, well-equipped department. Pleasant working conditions. Whitley Council salary plus London Weighting. Apply to Chief Pharmacist. C 7098

BATH HOSPITAL MANAGEMENT COMMITTEE
Pharmacist

(full-time or part-time) required at St. Martin's Hospital, Midford Road, Bath. Whitley Council terms and conditions of service. Lunch facilities, if required. Apply to Hospital Secretary, quoting two names and addresses for reference. C 7077

BOROUGH OF SWINDON, SWINDON HEALTH CENTRE
Chief Pharmacist

Applications are invited from Pharmacists for the superannuable appointment of Chief Pharmacist at the Swindon Health Centre. Salary within the scale £1,325 to £1,830. 38-hour week. Housing accommodation and assistance with removal expenses can be offered.

Applications on forms obtainable from the Town Clerk, Civic Offices, Swindon, should be returned by 28th June. C 7097

CLARE HALL HOSPITAL, SOUTH MIMMS, POTTERS BAR, HERTS
Dispensing Assistant

Whitley Council salary plus London Weighting. Pleasant working conditions. Apply to Hospital Secretary. C 7079

CLARE HALL HOSPITAL, SOUTH MIMMS, POTTERS BAR, HERTS
Part-time Pharmacist

required. Whitley Council salary plus London Weighting. Apply to Hospital Secretary. C 7080

GUY'S HOSPITAL TEACHING HOSPITAL GROUP

Applications are invited for appointments, full or part-time, within the Group as follows:

Senior Pharmacist
at St. Olaves Hospital, S.E.16.

Pharmacists
at St. Olaves Hospital and New Cross Hospital, S.E.14.

Dispensing Assistants
at New Cross Hospital.

Locum Pharmacists
Whitley Council scales plus London Weighting (£75 p.a. at age 21).

Enquiries to Chief Pharmacist, Guy's Hospital, S.E.1, or apply direct to the Chief Pharmacists at the respective group hospitals. C 777

MANSFIELD HOSPITAL MANAGEMENT COMMITTEE
Two Basic Grade Pharmacists

required at King's Mill Hospital, Sutton-in-Ashfield, Notts. Group Pharmaceutical Department (Category V). Salary £955 (six increments) to £1,200. The point of entry to the scale may be up to £1,115 for pharmacists with previous professional experience. Accommodation can be provided for a single person and possibly for a married person. Further details may be obtained from the Group Pharmacist, King's Mill Hospital, Sutton-in-Ashfield, Notts. C 7068

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1
Senior Pharmacist

required for the Out-patient Department of the above Hospital. This is a congenial post for a person who enjoys dealing with patients and medical and nursing staff and who wishes to keep abreast of the latest developments in drug treatment. Salary on the scale: £1,040 + £40 to £1,160 + £45 to £1,295 plus London Weighting and Higher Qualification allowance. Evening Clinic weekly for which a payment of £2 8s. 9d. is made. Applicants to the Chief Pharmacist. C 775

Appointments *Continued*

NORTH EAST METROPOLITAN HOSPITAL REGION

Locum Pharmacist Appointments

Applications are invited from Pharmacists for four long-term (six-nine months) locum appointments covering certain areas of the Region based on the following hospitals:

1. North Middlesex Hospital, Edmonton, N.18. (Tel.: Edmonton 3071.)
2. Whipps Cross Hospital, Leytonstone, E.11. (Tel.: Leytonstone 5522.)
3. Harold Wood Hospital, Harold Wood, Essex. (Tel.: Ingrebourne 45533.)
4. Oldchurch Hospital, Romford, Essex. (Tel.: Romford 46090.)

Successful applicants will be required to work for periods at any hospital in the appropriate area.

Travelling expenses in excess of the normal fare between home and base hospital will be paid.

Detailed information obtainable from the Chief Pharmacist at any one of the hospitals named above. C 7061

NORTH WEST DURHAM HOSPITAL MANAGEMENT COMMITTEE, SHOTLEY BRIDGE GENERAL HOSPITAL, CONSETT, Co. DURHAM

Peripatetic Pharmacist

Applications are invited for the above post based on the above Category V Group Hospital.

The duties will include attendances at the other four hospitals in the Group in addition to assisting in the general running of the Pharmaceutical Service.

Previous hospital experience desirable but not essential. Salary on the scale £955—£1,200 per annum. Residential accommodation can be arranged for a single person.

Applications, giving details of age, qualifications and experience and naming two referees, to the Group Secretary. C 7091

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1

Locum Pharmacist

required at this Hospital. Salary £24 13s. 6d. per week. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 758

ST. ALBANS CITY HOSPITAL, ST. ALBANS, HERTS

Dispensing Assistant

Male or female, required. Previous experience an advantage. Whitley Council salary and conditions of service. Applications to Chief Pharmacist. C 759

ST. GEORGE'S HOSPITAL, LONG LEYS ROAD, LINCOLN

Senior Pharmacist

A Senior Pharmacist is required in the Pharmaceutical Department of the above hospital. The post offers wide experience in many facets of Hospital Pharmacy. The successful applicant would be expected:—

1. To deputise for the Chief Pharmacist in his absence.
2. Take part in Quality Control. Lincoln No. 1 H.M.C. has been designated as a Regional Centre for this purpose.
3. To be seconded to the County Hospital if necessary.

A modern sterile products section is in operation and manufactures a wide range of products.

A ten and a half day fortnight is in operation.

Whitley Council conditions of service and salary apply. Salary £1,040—£1,295 p.a., £25 payable for higher qualification.

Applications with the names of two referees to the Hospital Secretary as soon as possible. C 7093

ST. GEORGE'S HOSPITAL, TOOTING GROVE, S.W.17

Senior Pharmacist

required for new and well-equipped Pharmacy in Undergraduate Teaching Hospital. Accommodation available for single person. Salary scale £1,095—£1,350 p.a. Apply to Secretary. C 7081

ST. HELIER HOSPITAL, CARSHALTON, SURREY

Senior Pharmacist and Pharmacist

Applications are invited for the above posts for Group Pharmaceutical Department which is shortly moving into new accommodation. Whitley Council salaries and conditions of service. London Weighting. Applications giving details of experience, etc., with names of two referees to the Group Pharmacist at the above address. C 7085

ST. HELIER HOSPITAL, CARSHALTON, SURREY

Dispensing Assistant

Applications are invited for the above post for Group Pharmaceutical Department which is shortly moving into new accommodation. Whitley Council salaries and conditions of service. London Weighting. Applications giving details of experience, etc., with names of two referees to the Group Pharmacist at the above address. C 7086

ST. JOHN'S HOSPITAL, ST. JOHN'S HILL, LONDON, S.W.11

Part-time Dispensing Assistant

preferably qualified, for newly modernised department. Whitley Council Salary scale. No Saturdays. Further details from Secretary (VANdyke 1022). C 7096

THE MANOR HOSPITAL MANAGEMENT COMMITTEE

Dispensing Assistant

required, full or part-time, at The Manor Hospital, Epsom, Surrey, a hospital for 1,120 mentally subnormal patients. Whitley Council salary and conditions of service.

Applications, stating age, experience and certifications, together with the names and addresses of two referees, to the Group Secretary. C 7084

THE ROYAL NATIONAL THROAT, NOSE AND EAR HOSPITAL, GRAY'S INN ROAD, LONDON, W.C.1

Lady Dispenser (full-time)

Salary according to Whitley Conditions. Apply Chief Pharmacist, The Royal National Throat, Nose and Ear Hospital, Gray's Inn Road, London, W.C.1. TER. 8855. C 770

WESTMINSTER HOSPITAL TEACHING GROUP, QUEEN MARY'S HOSPITAL, ROEHAMPTON, S.W.15

Dispensing Assistants

full or part-time required in new department in expanding hospital. Scale of pay age 18: £358; age 22: £517; maximum £697 per annum plus £30-£75 London Weighting allowance, and Whitley Council conditions of service. Applications, stating age, experience and names of two referees to Hospital Secretary. C 7082

WEST PARK HOSPITAL, EPSOM, SURREY

Senior Pharmacist

required for this progressive psychiatric hospital. 39-hour, five-day week. Three weeks' annual holiday. Salary scale £1,040—£1,295 p.a. plus £75 London Weighting. Pensionable. Apply immediately, naming two referees, to the Group Secretary who will be pleased to supply any further information about this post. C 7094

SITUATIONS VACANT

RETAIL (HOME)

NORTHAMPTON

Pharmacist required for newly modernised business. Salary £1,750 plus bonuses. Normal hours. Three weeks' annual holiday. Opportunity to acquire interest.

T. A. DAVIES (CHEMIST) LTD., 225 Birchfield Road, Northampton.
Telephone 33315.

C 1821

£1,800 PER ANNUM PLUS GENEROUS INCENTIVE BONUS

offered for superintendent pharmacist to manage easily-run pharmacy in pleasant residential area of Derby. Excellent working conditions with good supporting staff including part-time dispenser. No week-end, half-day or holiday rota duties. C 1816

TORBAY. Opportunity for keen pharmacist manager to open new shop in August. Good salary, new self-contained 3-bedroom flat and garage rent free. To partake in percentage nett profits on increasing basis with eventual succession. Three weeks' holiday, normal hours, non-seasonal. Good schools. Replies in confidence to Box C 1836.

WHOLESALE

ENERGETIC DRUG SALES representatives required for N. & E. England and Scotland. Particularly desirable those capable of financial participation in new project. Write Box C 1841.

VITAMINS LIMITED

seek experienced Medical Representatives for appointments in the following locations:—

1. **West Sussex/Surrey**
2. **Staffordshire/Shropshire**

Salary commensurate with experience. Company car, Contributory Pension/Life Assurance Scheme. Applications from candidates without previous selling experience but with a suitable medical/scientific background. Please send for application form to:—

Assistant Personnel Manager, VITAMINS LIMITED, 23 Upper Mall, Hammersmith, W.6

quoting reference MED.REP. and area in which interested. C 7090

PROCESS WORKER REQUIRED for London manufacturing chemists. Apply stating experience. Ozonol Laboratories (1930), Ltd., 7-9 New Wharf Road, King's Cross, London, N.1. Tel.:: TERminus 3726. C 1839

OVERSEAS

NIGERIA

Cosmetic Chemist . . .

A chemist with production experience in cosmeticology is required for the factory in Nigeria of a large British Public Company. The successful applicant will be required to supervise quality and production, to extend the product range of this expanding factory and will have considerable scope for new development. This position offers excellent prospects, whilst service conditions include free housing and generous holidays. All applications, which should give details of experience and personal particulars, will be treated in strict confidence. **Box C 7067**

WHOLESALE

MEDICAL REPRESENTATIVES

Expansion of the company's representative force has created a number of vacancies for men aged 24-35 whose basic standard of education is at least up to 'A' level. They will be trained on a comprehensive course starting on 1st September to perform the very satisfying task of helping doctors to keep abreast of developments in the use of new and existing medicines. Many opportunities have occurred in the past for experienced representatives to be promoted to area management and to transfer to home and overseas marketing, market research and training. The company's growth will ensure that these opportunities continue to be available.

The starting salary will be at least £1,050. After qualifying service generous life assurance, pension and profit sharing benefits are granted. A company car is provided and business expenses paid.

Men of integrity and intelligence with an interest in medicine who would like to work anywhere in

LONDON AND THE HOME COUNTIES

are invited to send full personal particulars to :—

Personnel Controller,
Beecham Pharmaceutical Division,
Beecham Research Laboratories,
Great West Road, Brentford, Middx.

C 7088

Armour

Pharmaceutical Company Limited Eastbourne

Invite applications for a male

Product Development Pharmacist

To undertake research in pharmaceutical formulation and the development of new products in the ethical pharmaceutical and hospital supply fields; ability to contribute toward the development of analytical procedures and stability testing of these products an advantage.

Excellent opportunity for M.P.S. or graduate in Pharmacy aged about 25 with inventive mind, ability to co-operate with others, 1–2 years experience in pharmaceutical formulation and willingness to accept early responsibility.

Pension and Life Insurance schemes in operation.

Applications, which will be treated in strict confidence, to :—

The Company Secretary,
Armour Pharmaceutical
Company Limited,
Hampden Park, Eastbourne, Sussex.

C 7099

SITUATIONS WANTED

FREELANCE Medical Representative invites inquiries from manufacturers of Dermatological Preparations interested in promotional detailing in the South and West of England. Excellent connections with consultant and specialist Dermatologists. Box C 1842.

RETURNING FROM AFRICA, unqualified seeks post where conscientious work, initiative appreciated. Knowledge African markets. Export, manufacturing preferred but interesting retail O.K. if good worker appreciated. London/Essex or accommodation if elsewhere. Interested display, advertising. Apply Box C 1825.

AGENTS

FIRST-CLASS AGENTS required by nationally known and progressive toiletry and hair care manufacturer. Must be well introduced to chemists and stores, etc. Full support, generous commission, numerous accounts handed over. Territories City and East London, East, S.E., Southern and N.E. Counties. Apply with details in confidence to: "Sales Director," Box C 7074.

WANTED

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packaging raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8. C 140

TRADE MARKS

TRADE MARK No. 78647 consisting of the word "TEAK" and registered in respect of "Non-medicated toilet preparations and toilet articles (not included in other classes), all for men" was assigned on 25th April, 1966, by Wallace & Denston Limited of 94 Avenue Road, Acton, London, W.3, to Shulton Inc., of Route 46, Clifton, State of New Jersey, United States of America, *WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH IT WAS THEN IN USE.* C 1833

PATENTS

THE PROPRIETOR of British Patent No. 794567 entitled "Improvements in Feeding Bottles" offers same for licence or otherwise to ensure practical working in Great Britain. Inquiries to Singer, Stern & Carlberg, 140 So. Dearborn Street, Chicago, Illinois 60603, U.S.A. C 7089

MISCELLANEOUS

COHAR FOR CARPETS. Up to 30% saving, all leading makes, carriage free U.K. Huge saving on Venetian Blinds, Sewing Machines, Typewriters, Parquet Tiles, Furniture, Washing Machines, Refrigerators, Lawn Mowers and Power Tools. Furs 15%, 15% tyres, 12½% boats and outboard motors. Showrooms at London, Leicester, Sheffield, Bradford, Leeds, Hull, Middlesbrough, Manchester, Newcastle, Bristol, Hadleigh (S.), Liverpool, Cardiff, Swansea, Aberdeen, Edinburgh, Cambridge, Plymouth, Birmingham, Preston, Nottingham, Blackpool, Belfast, Huddersfield and Kent. Write—Cohar Distributors, 47 Oswald Street, Glasgow, C.1. Or phone: Glasgow CENtral 8325 and CENtral 5774. Birmingham MIDland 8333. London CHAncery 2345. Manchester CENtral 2321. Cardiff 40404. Liverpool HOY 3232. Leeds 3-4433. Newcastle 61-0666. Sheffield 2-6622. C 600

HEALTHCRAFT NATURAL VITAMINS. Brand leaders. Best trade terms. Direct or through your wholesaler. Details from Healthcrafts. The Manor House, Worcester Park, Surrey. DERwent 3877/89. C 722

Situations Vacant—Continued

WHOLESALE

Parke-Davis offer PHARMACISTS a progressive career

with attractive fringe benefits in one of the world's largest international Pharmaceutical Houses.

Vacancies exist in our

MEDICAL SERVICE DEPARTMENT

There are also excellent opportunities for:

MEDICAL REPRESENTATIVES

We should like to tell YOU all about the advantages offered by the Company. If you would like to tell US all about your experience to date, please apply for an interview by 'phone or letter in confidence to:

Personnel Manager
Parke-Davis & Company
Staines Road, Hounslow
Middlesex
Hounslow 2361

1866 1966 100th ANNIVERSARY

BETTER MEDICINES FOR A BETTER WORLD

C 771

CYANAMID

MEDICAL LIBRARIAN

female

Graduates in the Biological Sciences or applicants with relevant experience in the pharmaceutical industry are invited to apply for a post in a Medical Department. Previous experience in an industrial or academic library an advantage, but not essential.

Duties include administration of the library; screening, abstracting and filing of scientific journals and data; provision of a literature information services for the Medical Department.

Salary and Benefits are competitive.

Suitably detailed applications should be addressed to:—

Female Employment Officer,
Cyanamid of Great Britain Limited,
Bush House, London, W.C.2.

C 7095

You may now ***TELEPHONE*** *your classified advertisement*

CEN 6565

by 4 p.m. Tuesday for same week, subject to space available

BUSINESS OPPORTUNITIES

A LIMITED COMPANY formed for £18 complete. Ready-made Companies £20. Express Company Registrations, Ltd. (Dept. 37), 70 Finsbury Pavement, E.C.2. NAT. 5434/5. C 755

ONE/TWO M.P.S.s REQUIRED to invest £2—£5,000 for sleeping-active directorship in tested drug distribution project. Write Box C 1840.

A YOUNG CREATIVE PHARMACIST who wants to build a business with his ideas might like to get in touch with experienced and successful marketing man with some capital with a view to partnership in developing and marketing new products. Box C 1832.

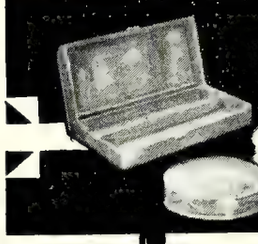
LEADING MANUFACTURER introducing latest type of chemists' display shelving, showcases and complete dispensary fittings, seeks shops to act as show installations. Rocano, Ltd., St. Paul Street, Bristol, 2. C 759

IMPORTANT

Box Office numbers are intended exclusively for specific answers to particular advertisements. Price Lists, Trade Circulars, Samples and Printed Matter cannot be forwarded.

Printed by THE HAYCOCK PRESS, LTD., 2 Exmoor Street, London, W.10, and published by the Proprietors, MORGAN BROTHERS (PUBLISHERS), LIMITED, at 28 Essex Street, London, W.C.2 38/26/6S

Double walled Cream Jars :—
½ oz. 1 oz. 2 oz. and 4 oz. capacity. Light weight. Ample space for advertising and for prestige copy. Off-set or screen-printed. Lids plain or hot-stamped.



Containers for the handbag :—
Mascara, Eye shadow and rouge. Light-weight polystyrene. Lids plain or hot-stamped.

Miniature lipsticks :—For sampling and testing.
Size—Length 1¼". Dia. ½".

Compact :—Slim design. Fitted with mirror. Easy to open. Neat built-in hinge. Lid plain or hot-stamped. Approx. diameter 3". Made in polystyrene. Pressed Powder Compact. Cam fitting lid. Plain or hot-stamped.

Powder box cover :—Slightly convex lid. Plain or hot-stamped. Made in light-weight polystyrene. Size—Dia. 2¾" × 1¼" Height.

Solid Deodorant or Cologne Stick Container with push up base. Larger size for men.
Various colours printed either off-set or silk screen to customers' requirements.

Saccharin dispenser container :—
Polystyrene body. Polythene Cap. Off-set printed in 3 colours.

Clear polystyrene phials for all types of tablets. Snap on Caps. Off-set or screen-printed if required. Five sizes 15 cc. 25 cc. 35 cc. 45 cc. 90 cc.

Bottle-type Containers. Clear body—Sealed base. Tight fitting polythene cap. Off-set printed. Sizes 15 cc. 20 cc. 25 cc. capacity.

"LUSTROID" injection mouldings.

MANUPLASTICS LTD.

Southdown Works, Kingston Road, Raynes Park,
London, S.W.20. Tel : LIBerty 3421.

Giant in action
this enormous coating pan which will handle approximately 300,000 tablets at one time is the latest addition to our extensive modern plant which provides large-scale facilities for the manufacture and the coating of tablets to meet home and overseas requirements for products of the highest quality.
ARTHUR H. COX & CO LTD BRIGHTON ENGLAND
The Foremost Tablet House

Publicity

C&D

CHEMIST AND DRUGGIST

JUNE 18 1966

some create tetracycline... others imitate it

the difference is ACHROMYCIN†

†Regd Trademark

Tetracycline Lederle

Today, more than 10 years after its introduction by Lederle, ACHROMYCIN tetracycline is not only the world's most popular broad-spectrum antibiotic, but also the most imitated. Not only are there dozens of names for tetracycline today, but many tetracyclines are practically nameless. What better reason for so many physicians today to trust and prescribe tetracycline only as ACHROMYCIN.

Lederle | CYANAMID

For further information, please write to:
LEDERLE LABORATORIES
a division of Cyanamid of Great Britain Limited Bush House Aldwych London WC2

RETAIL PHARMACISTS! an opportunity to earn £2

Sell 12 cartons of 14 DIMOTANE® L.A. tablets and earn £2

12 cartons available in this attractive display outer

TRADE PRICE
(10 cartons at 5/- + 2 free bonus cartons) £2.10.0.

RETAIL PRICE (12 cartons at 7/6 each) £4.10.0.

your profit £2

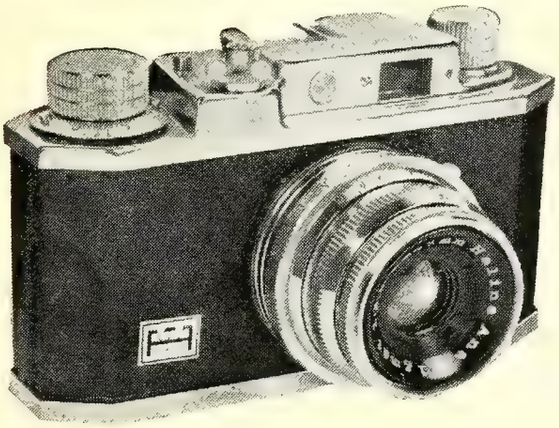
Dimotane L.A. is the new, long-acting antihistamine for hay fever and other allergic conditions.
14 tablets give a full week's round-the-clock treatment—one tablet morning and evening.

stock up now

A. H. ROBINS COMPANY LIMITED, HORSHAM, SUSSEX.

A·H·ROBINS

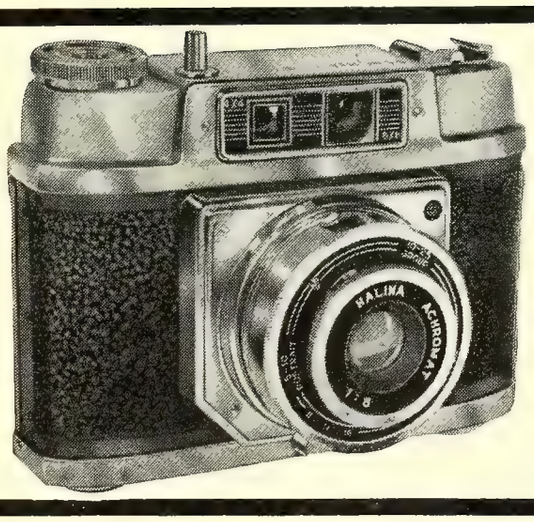
Halina CAMERAS



HALINA 35x

- f3.5/45mm hard coated 3 element lens
- 4-speed shutter—1/25-1/50-1/100-1/200th sec & B
- Synchronised for flash
- Double exposure prevention
- Coupled film transport and exposure counter
- Aperture setting from f3.5 to f16

£7-13-3 Ever Ready Case £1.9.11



HALINA 6-4

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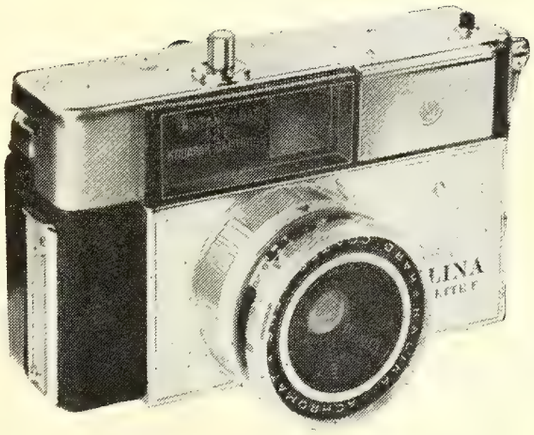

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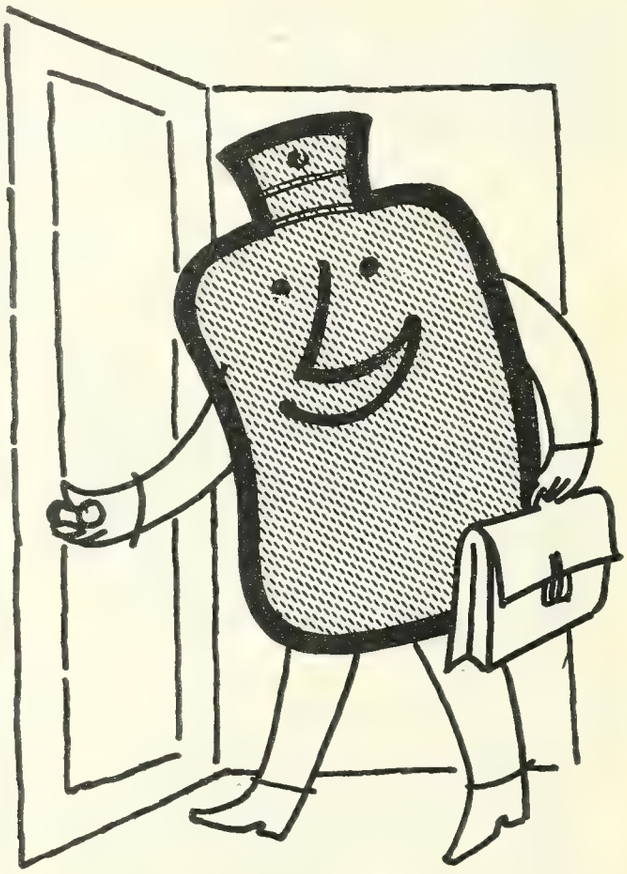

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INDEX TO ADVERTISERS

André Philippe, Ltd. 4

British Dyewood, Ltd. 6
Brown & Polson, Ltd. ..... Cover iii
Burrough, James, Ltd. 4
Burroughs Wellcome & Co. ..... Interleaved Edit., 9
Burroughs Wellcome & Co. ..... Price List Sup., page 1
Bush, Boake, Allen, Ltd. 5

Carter Bros. 4
C. & D. Tablet Chart 20
Chesebrough-Pond's, Ltd. ..... Interleaved Edit., 12
Clay & Abraham (Manfg.), Ltd. 4
Cow, P. B. (Li-Lo), Ltd. 2
Cow & Gate, Ltd. 3
Cox, A. H., & Co., Ltd. 8

Gerber Baby Foods ..... Interleaved Edit., 14
Gillette Safety Razor Co., Ltd. ..... Interleaved Edit., 10
Goddard, J. G., & Co., Ltd. 16

Heron, John, Ltd. 6
Heyman, A. & H., Ltd. 4

Illingworth, E., & Co., Ltd. 7

Lederle Laboratories, Ltd. ..... Front Cover
Lewis Woolf Griptight, Ltd. 19

Mason, Wm., & Sons, Ltd. 6
Max Factor Hollywood & London (Sales), Ltd. ..... Interleaved Edit., 11
Mysore Trade Agent 6

Parke, Davis & Co. ..... Interleaved Edit., 13
Philips Electrical, Ltd. 16
Photopia International, Ltd. 2

Robins, A. H., Ltd. ..... Cover ii

Silber, J. J., Ltd. 1

Turner Chemists, Ltd. (Trentham Laboratories, Ltd.) ..... Cover iv

West Mount Chemical Co., Ltd. 15

Zimmermann, Chas., & Co., Ltd. 16, 17

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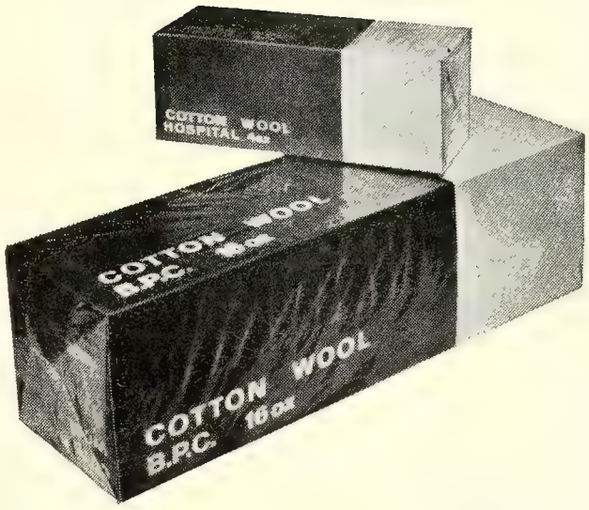

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and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 June 18, 1966 No. 4505

CONTENTS

A Chairman Who Was Always Available 617
Apothecary in English Provincial Guilds 613
Birthday Honours List 610
Challenge to Council's "Ethics" Motion 605
Correspondence 618
Drug Share Movements 617
Hospital Pharmacy in Scotland 604
Leading Articles:
The Grosset Report 615
Activity in Patents and Trade Marks... 615
New Books 617
New Products and Packs 611
N.P.U. Annual Report 602
Oxygen in Man's Evolution 614
Pharmaceutical Society of Great Britain:
Council Meeting 616
Problems of Manipulating Powders ... 619
Topical Reflections 603

Branch Events 604
Business Changes 609
Coming Events 623
Commercial Television ... 624
Company News 609
Contemporary Themes ... 623
Deaths 610
In Parliament 609
Laboratory Notes ... 608
Legal Reports 609
Local Officers 603
Machinery and Plant ... 608
New Companies 624
News in Brief 602
Overseas Visits 610
Patents 623
Personalities 610
Prescribers' Press 624
Prescription Poser ... 618
Print and Publicity ... 623
Sport 603
Trade Marks 622
Trade Notes 612
Trade Report 620

Index to Advertisers, p. 4. Classified Advertisements, p. 21.

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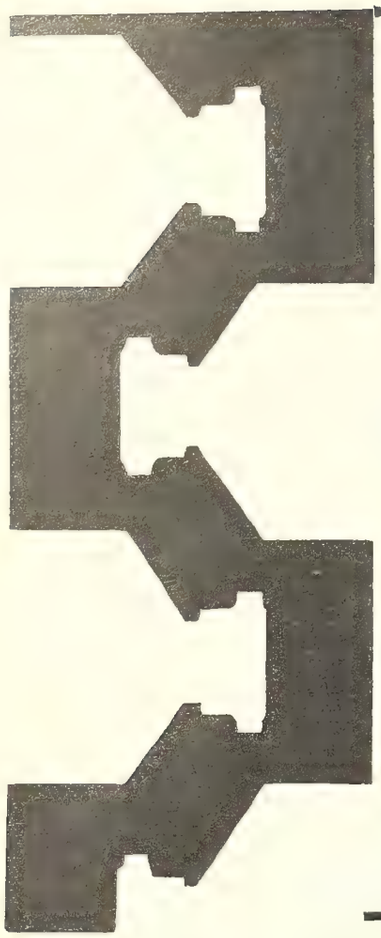

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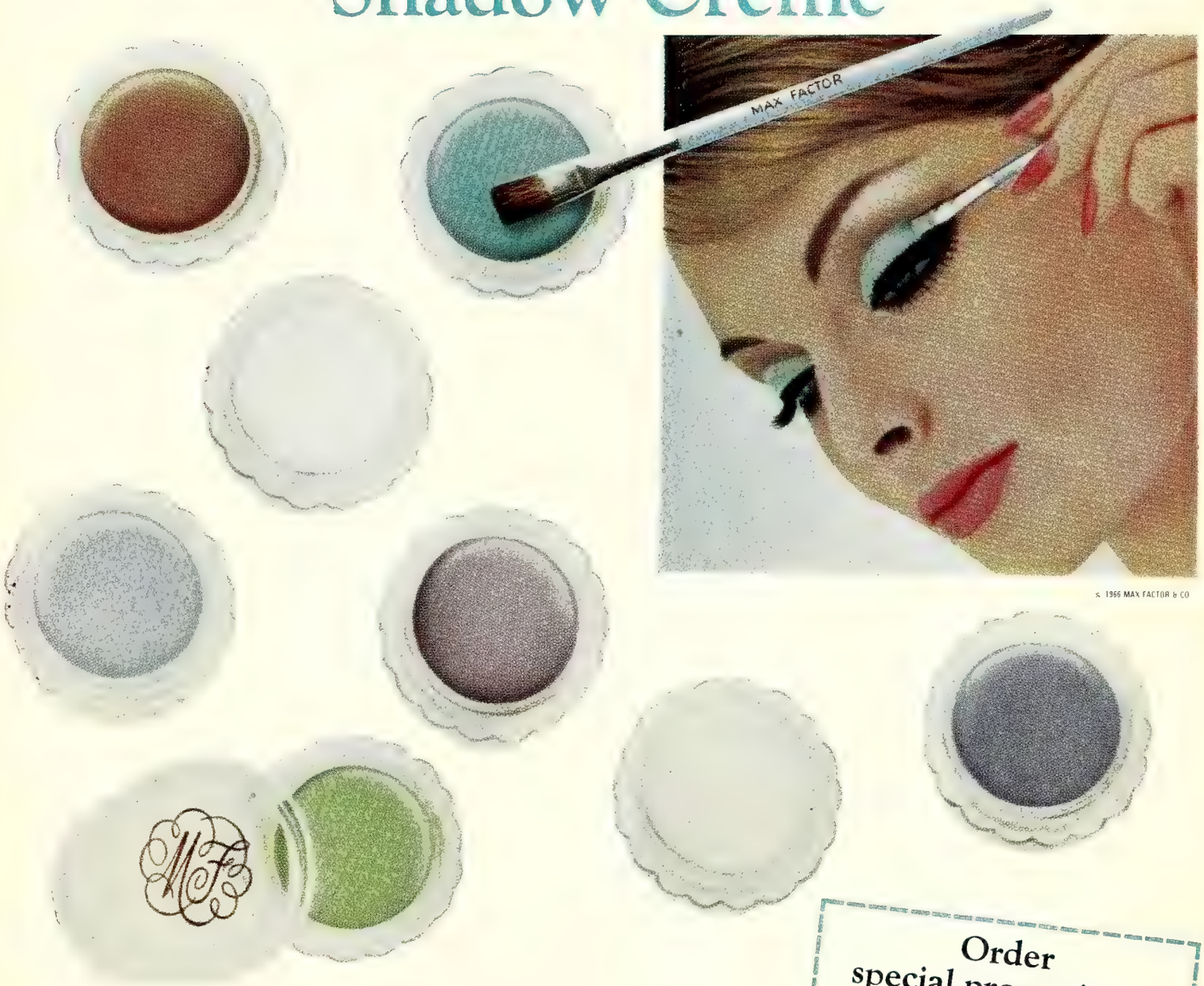

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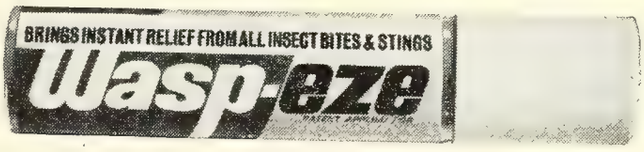

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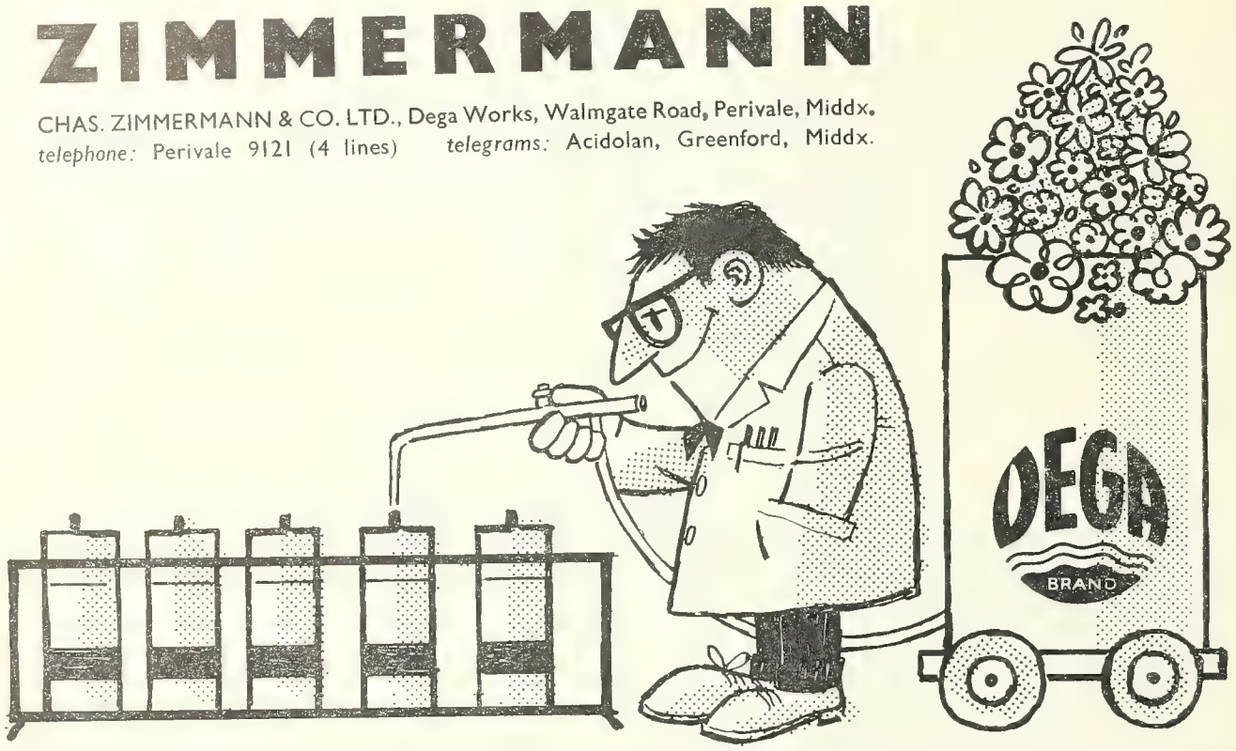

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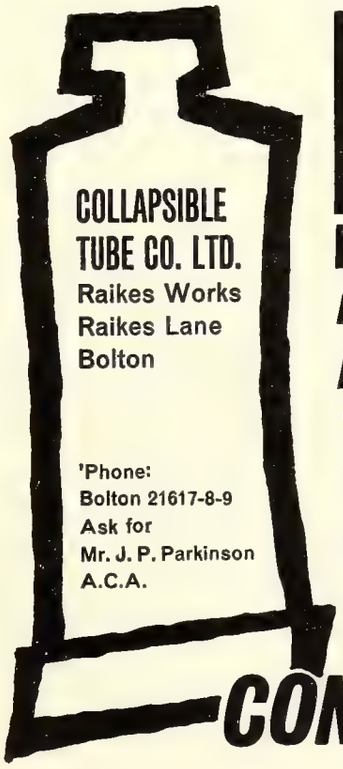

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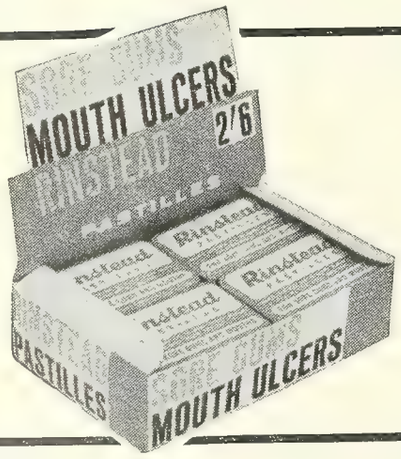

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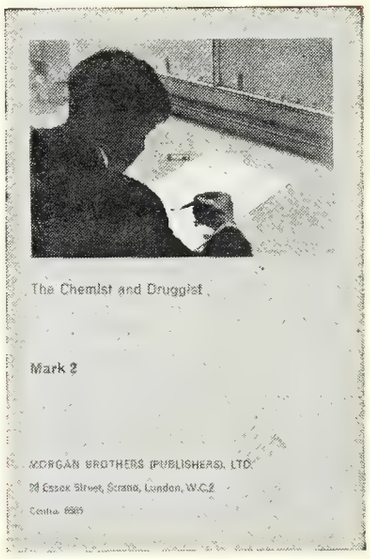

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C&D

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Address Box Number Replies to: THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2. Tel.: CENTRAL 6565

This service does not extend to the forwarding of samples.

APPOINTMENTS — **27/-** per ½" s.c. minimum and pro rata. AGENTS — AUCTION SALES — BUSINESSES FOR SALE and WANTED — CLEARANCES and WANTS — CONTRACTS — MISCELLANEOUS — PATENTS — PARTNERSHIPS — PREMISES — PUBLIC and LEGAL NOTICES — SITUATIONS VACANT. Run-on — **4/6** per line (minimum 22/6). Semi-display — **27/-** per ½" s.c. minimum. Displayed with border rule, larger type faces and blocks — **72/6** per s.c.i. minimum. Reduced rates for one-third, one-half, and full pages on application. SITUATIONS WANTED — **7/6** per 18 words minimum, then **5d.** per word. Use of Box No. — **3/-**. Advertisements received by 4 p.m. Tuesday published same week.

PREMISES

HURST PARK SURREY
NEW SHOPPING CENTRE
Excellent opening for
PHARMACIST WISHING TO OPEN OWN BUSINESS
No competition. Doctor very close by.
Trades already represented—
Self-service Store, Butchers, Fruiterers, Bakers, Hardware, Off-licence, Hairdresser, News/Sub. P.O.
Special terms might be arranged
HEALEY & BAKER
29 St. George St., Hanover Sq., London, W.1. MAYfair 9292
C 7107

BUSINESSES FOR SALE

CHEMIST'S BUSINESS
Exceptionally attractive and well-established Chemist's business near centre of Edinburgh for sale, including shop and back premises with storage flat above. For further particulars and arrangements to view apply:—
Ketchen & Stevens, W.S.,
57 Queen Street,
Edinburgh, 2.
Tel.: CAL 1012.
C 7103

COSMETICS main leading agencies and fancy jewellery. Premier position in Chingford. Owner retiring. Box C 1851.

DRUG STORE, with living accommodation, established 20 years, wine and spirit licence. Owner retiring. P. Smith, 48 Oxford Street, Mountain Ash, Glam. C 1834

APPOINTMENTS

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS
Locum Pharmacist
required for modern, well-equipped department. Peasant working conditions. Whitley Council salary plus London Weighting. Apply to Chief Pharmacist. C 7098

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS
Dispensing Assistant
required for modern, well equipped Department. Pleasant working conditions. Whitley Council salary plus London Weighting. Apply to Chief Pharmacist. C 7108

HAMMERSMITH HOSPITAL AND POST-GRADUATE MEDICAL SCHOOL, DU CANE ROAD, LONDON, W.12
Locum Pharmacist
required at the above Teaching Hospital for several weeks commencing as soon as possible. Interesting work in modernised department.
Salary £24 13s. 6d. per week.
Applications to Chief Pharmacist. C 7112

GUY'S HOSPITAL TEACHING HOSPITAL GROUP
Applications are invited for appointments, full or part-time, within the Group as follows:

Senior Pharmacist
at St. Olaves Hospital, S.E.16.

Pharmacists
at St. Olaves Hospital and New Cross Hospital, S.E.14.

Dispensing Assistants
at New Cross Hospital.

Locum Pharmacists
Whitley Council scales plus London Weighting £75 p.a. at age 21).

Enquiries to Chief Pharmacist, Guy's Hospital, S.E.1, or apply direct to the Chief Pharmacists at the respective group hospitals. C 777

HAMMERSMITH HOSPITAL AND POST-GRADUATE MEDICAL SCHOOL, DU CANE ROAD, LONDON, W.12
Senior Pharmacist
required at above General Post-graduate Teaching Hospital (Category V) to supervise sterile products laboratory or periodically (to keep up to date in general pharmacy) other sections of the Department (or whole-time in laboratory if preferred).
Laboratory newly built and well equipped; excellent working conditions including daylight and air-conditioning. Very wide range specialised and other work undertaken but excluding large-scale production of perfusion fluids.
Whole Department recently modernised; working conditions exceptionally pleasant; staff-room and other facilities.
No duty every third Saturday. Evening clinic duty (until 6 or 6.30 p.m.) approximately once a week for which time-off in lieu or payment given.
Salary scale £1,040 — £1,295 plus London Allowance £55 (which will shortly be increased to £75), and Higher Qualification Allowance (where applicable) £25.
Apply, stating experience and naming two referees, to Chief Pharmacist. C 7110

HAMMERSMITH HOSPITAL AND POST-GRADUATE MEDICAL SCHOOL, DU CANE ROAD, LONDON, W.12
Pharmacist
required at above Teaching Hospital (Category V).
Post offers interesting work and excellent experience; exceptionally pleasant working conditions, in modernised department. One Saturday in three off. No Saturday afternoon or Sunday duty. Late Clinic duty approximately once a week for which payment or time off in lieu is given.
Salary scale £955 — £1,200 plus higher qualification allowance (where applicable) and London Weighting £45/£55 per annum (which will shortly be increased to £75 per annum).
Applications in writing, giving age, experience and names of two referees to Chief Pharmacist. C 7111

MANSFIELD HOSPITAL MANAGEMENT COMMITTEE
Two Basic Grade Pharmacists
required at King's Mill Hospital, Sutton-in-Ashfield, Notts. Group Pharmaceutical Department (Category V). Salary £955 (six increments) to £1,200. The point of entry to the scale may be up to £1,115 for pharmacists with previous professional experience. Accommodation can be provided for a single person and possibly for a married person. Further details may be obtained from the Group Pharmacist, King's Mill Hospital, Sutton-in-Ashfield, Notts. C 7068

NEWMARKET GENERAL HOSPITAL
Dispensing Assistant
required in modern Group Pharmacy. Ideal working conditions, alternate long weekends. Newmarket is 13 miles from Cambridge.
Applications giving age, experience and names of two referees to the Group Pharmacist. C 7113

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1
Senior Pharmacist
required for the Out-patient Department of the above Hospital. This is a congenial post for a person who enjoys dealing with patients and medical and nursing staff and who wishes to keep abreast of the latest developments in drug treatment. Salary on the scale: £1,040 + £40 to £1,160 + £45 to £1,295 plus London Weighting and Higher Qualification allowance. Evening Clinic weekly for which a payment of £2 8s. 9d. is made. Applications to the Chief Pharmacist. C 775

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1
Locum Pharmacist
required at this Hospital. Salary £24 13s. 6d. per week. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 758

Appointments—*Continued*

SCUNTHORPE HOSPITAL MANAGEMENT COMMITTEE, SCUNTHORPE AND DISTRICT WAR MEMORIAL HOSPITAL

Locum Pharmacist

required for four weeks period July 25th to August 20th, 1966. Rate of pay £34 14s. per week.

Further information may be obtained from the Chief Pharmacist (Tel. No. Scunthorpe 5811 Ext. 234). Applications to Hospital Secretary, Scunthorpe & District War Memorial Hospital, Cliff Gardens, Scunthorpe. C 7101

ST. GEORGE'S HOSPITAL, LONG LEYS ROAD, LINCOLN

Senior Pharmacist

A Senior Pharmacist is required in the Pharmaceutical Department of the above hospital. The post offers wide experience in many facets of Hospital Pharmacy. The successful applicant would be expected:—

1. To deputise for the Chief Pharmacist in his absence.
2. Take part in Quality Control. Lincoln No. 1 H.M.C. has been designated as a Regional Centre for this purpose.
3. To be seconded to the County Hospital if necessary.

A modern sterile products section is in operation and manufactures a wide range of products.

A ten and a half day fortnight is in operation.

Whitley Council conditions of service and salary apply. Salary £1,040—£1,295 p.a., £25 payable for higher qualification.

Applications with the names of two referees to the Hospital Secretary as soon as possible. C 7093

ST. HELIER HOSPITAL, CARSHALTON, SURREY

Senior Pharmacist and Pharmacist

Applications are invited for the posts of Senior Pharmacist and Pharmacist for Group Pharmaceutical Department which is shortly moving into new accommodation. Whitley Council salaries and conditions of service. London Weighting. Applications giving details of experience, etc., with names of two referees to the Group Pharmacist at the above address. C 7106

ST. HELIER HOSPITAL, CARSHALTON, SURREY

Dispensing Assistant

Applications are invited for the post of Dispensing Assistant for Group Pharmaceutical Department which is shortly moving into new accommodation. Whitley Council salaries and conditions of service. London Weighting. Applications giving details of experience, etc., with names of two referees to the Group Pharmacist at the above address. C 7105

THE MANOR HOSPITAL MANAGEMENT COMMITTEE

Dispensing Assistant

required, full or part-time, at The Manor Hospital, Epsom, Surrey, a hospital for 1,120 mentally subnormal patients. Whitley Council salary and conditions of service.

Applications, stating age, experience and certifications, together with the names and addresses of two referees, to the Group Secretary. C 7084

THE ROYAL NATIONAL THROAT, NOSE AND EAR HOSPITAL, GRAY'S INN ROAD, LONDON, W.C.1

Lady Dispenser (full time)

Salary according to Whitley Conditions. Apply Chief Pharmacist, The Royal National Throat, Nose and Ear Hospital, Gray's Inn Road, London, W.C.1. TER. 8855. C 770

WEST PARK HOSPITAL, EPSOM, SURREY

Senior Pharmacist

required for this progressive psychiatric hospital. 39-hour, five-day week. Three weeks' annual holiday. Salary scale £1,040—£1,295 p.a. plus £75 London Weighting. Pensionable. Apply immediately, naming two referees, to the Group Secretary who will be pleased to supply any further information about this post. C 7094

OVERSEAS

NEW ZEALAND PHARMACIST

Applications are invited for the undermentioned vacancy:

Vacancy B 13/9/24/1970: Pharmacist (male or female).

Applications are invited from Registered Pharmacists for the above position at Seacliff Hospital, 20 miles from Dunedin.

Salary: £1,315/£1,370 per annum. A house is available for a married man.

Passages: Fares for appointee and his wife and family, if married, will be paid.

Incidental expenses: Up to £35 for a single man and £100 for a married man can be claimed to cover the cost of taking personal effects to New Zealand.

Application forms and general information are available from the High Commissioner for New Zealand, New Zealand House, Haymarket, London, S.W.1, with whom applications will close on 30th June 1966.

Please quote reference B 13/9/24/1970 when enquiring. C 7100

SITUATIONS VACANT

RETAIL (HOME)

PHARMACIST (male or female) required to assist Pharmacist's Widow in management of well-established modern expanding Pharmacy in pleasant Surrey area. Salary to be arranged, suggest share of profits or partnership. Also considered pharmacist with limited capital who might prefer to acquire controlling interest. Box C 1849.

WHOLESALE

FRENCH OF LONDON—manufacturers of the well-known quality hair preparations—have vacancy for representative for N.W. London. Career offered with considerable prospects involving exclusive agency coverage of chemists and stores. Negotiable salary, expenses, company car. Write Sales Director, French & Scott Ltd., 1A Downs Park Road, London, E.8. C 1847

SITUATIONS WANTED

EXPERIENCED Medical Representative (30 years in drug trade) wishes to contact company looking for increased business in Caribbean area. Has house in Trinidad. Agencies considered. Please write Box C 1845.

REPRESENTATIVE REQUIRES situation or agencies South London, etc., after being with well-known manufacturing chemists 18 years until recent take over. Box C 1844.

AGENTS

AGENT REQUIRED with existing coverage of independent chemists in North of England areas for branded range of sponges. Good commission offered. Please write Box C 1846 stating area covered.

DEVON AND CORNWALL. Established Agent already calling upon chemists seeks one more line. Can I help you? Apply: Ashton Reed, 21 Cecilia Road, Paignton, Devon. C 1834

Leading Italian Manufacturers of
PHARMACEUTICAL PRODUCTS AND COSMETICS
require
Sole Sales Representative
in the United Kingdom. Applications only entertained by firms having a good national organisation and adequate financial resources. Full details to Box C 1848.

RETAIL (OVERSEAS)

JOHN HOLT GROUP OF COMPANIES

PHARMACISTS—NIGERIA

Applications are invited from PHARMACISTS for a position as a Manager with the Group's West African Drug Company engaged in the wholesale and retail Pharmaceutical trade with branches throughout Nigeria.

Candidates must be Registered Pharmacists, preferably with Management experience. Initial training in the field will be given where necessary, and the period of training can be extended to suit the younger candidate.

Preferred age group—23/35. Previous experience overseas would be an advantage.

Salary to be negotiated but will not be less than £2,000 per annum depending on age and experience. This is a permanent and pensionable post with good prospects.

Terms and Conditions:—One tour of eighteen months, followed by annual tours, with home leave of one-fifth of tour served. Free travel, free furnished accommodation, kit allowance, children's education allowance and other benefits.

Applications, in strict confidence, to:—

Group Personnel Manager,
250 India Buildings, Liverpool, 2

C 7014

SITUATIONS VACANT

WHOLESALE

FIELD MANAGEMENT
LONDON AREA

A new appointment has been created for an experienced Area Manager to assume full control of the field sales development of branded pharmaceutical products in the Greater London and Southern T.V. Areas.

The executive appointed must be:—

1. **Experienced in selling to retail and wholesale chemists.**
2. **Completely capable of training and supervising representatives.**
3. **Prepared to assume personal responsibility for a Central London Area and selected major accounts.**
4. **Under 40 and know the sales area concerned.**
5. **Capable and willing to undertake executive management after a probationary period.**

This vacancy is out of the normal run of sales appointments—furthermore the successful applicant has every prospect of achieving Board Status after 12 months and can subsequently look forward to the prospect of profit participation—an adequate commencing salary and Company car will be provided.

All applications should be detailed and state present and previous employers, periods of engagement, remuneration levels etc. Replies will be treated in the strictest confidence and should be addressed to:—

BOX C 7102

SPECIALISED MEDICAL REPRESENTATIVES
SMITH, MILLER & PATCH LTD.

Due to expansion this leading International Company specialising in Ophthalmic preparations offer "ground floor" appointments to qualified and experienced Medical Representatives.

These are London based, permanent positions, offering exceptional growth potential.

Attractive salary subject to periodic review in recognition of achievement. Company car supplied. Full expenses found.

Apply in writing and in complete confidence to:—

Managing Director,
Smith, Miller & Patch Ltd.,
Oxford Works,
Worsley Bridge Road,
LONDON, S.E.26.

C 7114

OVERSEAS

NIGERIA
Cosmetic Chemist . . .

A chemist with production experience in cosmeticology is required for the factory in Nigeria of a large British Public Company. The successful applicant will be required to supervise quality and production, to extend the product range of this expanding factory and will have considerable scope for new development. This position offers excellent prospects, whilst service conditions include free housing and generous holidays. All applications, which should give details of experience and personal particulars, will be treated in strict confidence. **Box C 7067**

WANTED

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packaging raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8. C 140

BUSINESS OPPORTUNITIES

A LIMITED COMPANY formed for £18 complete. Ready-made Companies £20. Express Company Registrations, Ltd. (Dept. 37), 70 Finsbury Pavement, E.C.2. NAT. 5434/5. C 755

MANLY MAN'S BELT. Nationally advertised "obtainable from chemists," 39/6. Full trade terms. Order by waist measurement from Manly Co., Manor House, Worcester Park, Surrey. DERwent 3877. C 635

TRADE MARKS

TRADE MARK No. 786347 consisting of the word "TEAK" and registered in respect of "Non-medicated toilet preparations and toilet articles (not included in other classes), all for men" was assigned on 25th April, 1966, by Wallace & Denston Limited of 94 Avenue Road, Acton, London, W.3, to Shulton Inc. of Route 46, Clifton, State of New Jersey, United States of America, *WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH IT WAS THEN IN USE.* C 1833

FOR SALE

FOR YOUR REQUIREMENTS OF:— Tetracycline, Quinine Salts, Quinidine Salts, Isoniazid B.P., Ephedrine Hcl., Chloramphenicol Salts, Thiamine Hcl., Phenolphthalein, Strychnine Sulphate, Stilboestrol, Ascorbic Acid, Streptomycin Sulphate, kindly contact: Mesco Laboratories Limited, 10 Holywell Lane, London, E.C.2. Cables: Ascendco-London E.C.2. Telephone SHOreditch 2185. C 7109

SHOP EQUIPMENT—5 YEARS TO PAY—NO DEPOSIT. Shop Equipment Finance Company, Orange Street, Bristol, 2, supply display shelving, showcases, scales, cash registers of all types, etc. C 760

SILVER-TEX 60/-, CREST NATURAC 72/- gross. Quantity discounts. Surex Ltd., 4 Leicester Road, Blackpool. C 776

PATENTS

THE PROPRIETOR of British Patent No. 794567 entitled "Improvements in Feeding Bottles" offers same for licence or otherwise to ensure practical working in Great Britain. Inquiries to Singer, Stern & Carlberg, 140 So. Dearborn Street, Chicago, Illinois 60603, U.S.A. C 7089

MISCELLANEOUS

Camera Repairs

CAMERAS (all types), CINES and PROJECTORS, ELECTRONIC FLASH, EXPOSURE METERS, BINOCULARS

COUSINS & WRIGHT

Repairs to all Kodak apparatus. Fully accredited repairers for Rollei, Bell & Howell, Zeiss Ikon and most other makes.

THE HALVE, TROWBRIDGE, WILTSHIRE

Tel.: 4242/3 C 1850

SITUATIONS VACANT

WHOLESALE

Parke-Davis offer PHARMACISTS a progressive career

with attractive fringe benefits
in one of the world's largest international
Pharmaceutical Houses.

Vacancies exist in our

MEDICAL SERVICE DEPARTMENT

There are also excellent opportunities for:

MEDICAL REPRESENTATIVES

We should like to tell YOU all about the
advantages offered by the Company.
If you would like to tell US all about your
experience to date, please apply
for an interview by 'phone or letter
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Parke-Davis & Company
Staines Road, Hounslow
Middlesex
Hounslow 2361

BETTER MEDICINES FOR A BETTER WORLD

C 771

A 'C & D' Book

PHARMACEUTICAL EMULSIONS and EMULSIFYING AGENTS

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C&D
CHEMIST AND DRUGGIST
28 ESSEX STREET, STRAND, LONDON, W.C.2

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This new pack is only half the story.

Now take a look at the other half.

The demand for Dextrosol glucose tablets previously exceeded supply but now, with new machinery, we can supply as much as you need for the peak selling summer season. Now Dextrosol comes in handy foil packs, supplied in attractive display boxes, containing two doz. 1/-* single packs or one doz. 1/10* double packs. Order now from your wholesaler.

*Suggested retail price.

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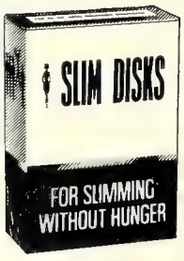
REGD TRADE MARK

for extra energy and extra profit too!

Speciality Foods Division, Brown & Polson Ltd, Oxford. Telephone 44791

C&D
CHEMIST AND DRUGGIST
JUNE 18 1966

Only Chemists get fat on Slim Disks!



NOW! NEW WHOLESALERS BONUS

Slim Disks go bonus again on June 20th
Thirteen to the dozen on every order
Your wholesaler has bonus Slim Disks stocks now
Slim Disks – a chemists only line

Manufactured by Trentham Laboratories and distributed by Vestric Ltd.

BMY. NSN. GD. ISR. JB.

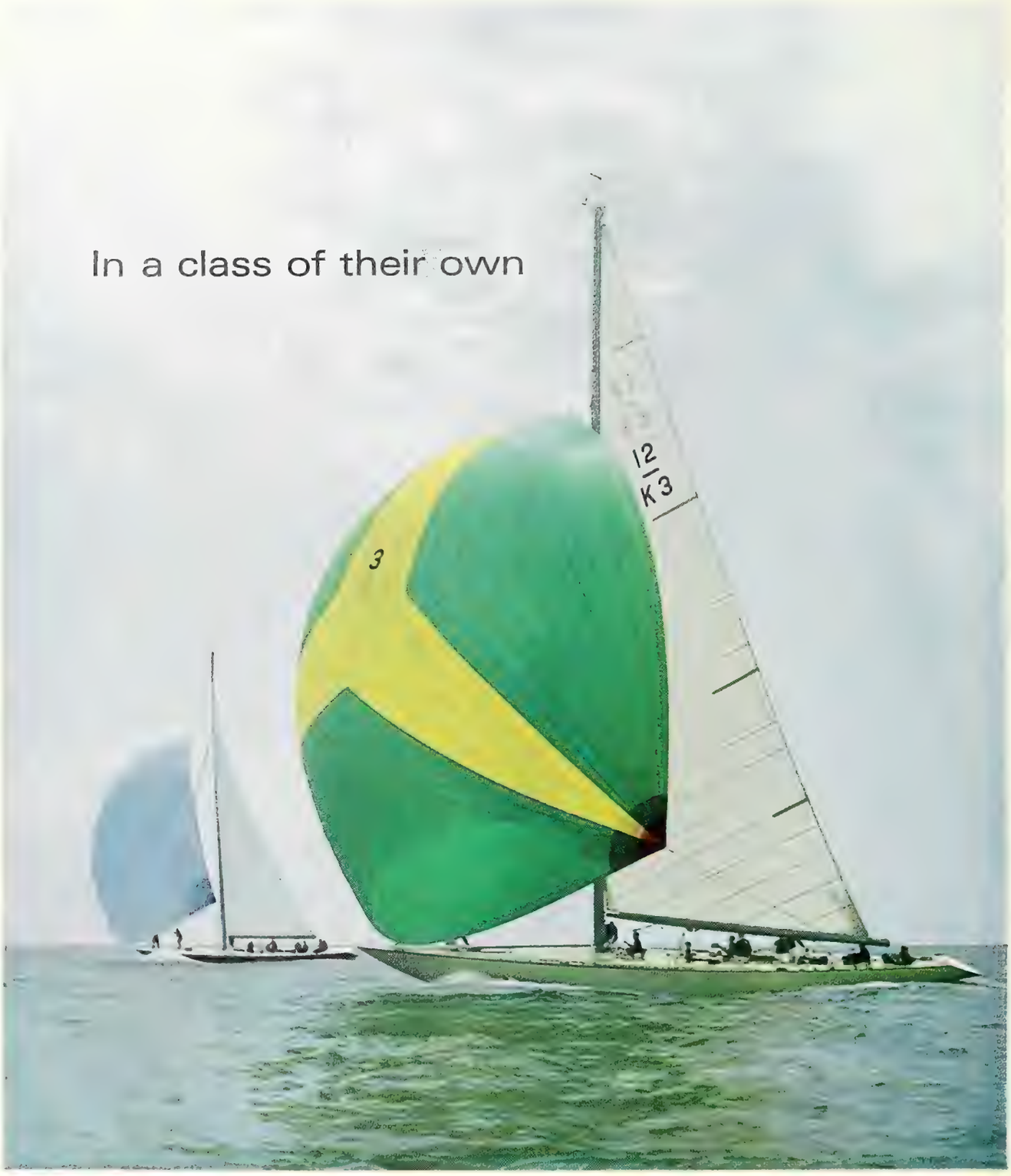
C&D

CHEMIST AND DRUGGIST

JUNE 25 1966

Dramamine,
Pro-Banthine,
Aldactone-A,
Ovulen

all accepted leaders in their
respective fields–
all products of Searle research



All May & Baker chemicals are carefully tested at all stages of manufacture to ensure that they meet the stringent requirements of our Analytical Control Division. It is these high standards which place our pharmaceutical chemicals foremost in their own particular class.

M&B brand products

May & Baker Pharmaceutical Chemicals

MAY & BAKER LTD Dagenham · Essex · Tel: DOMinion 3060 · Exts: 317 and 318

SNP

SNP Monograph No. 5

INAPASADE

INAPASADE

PAS-ISONIAZID ADEGRATE GRANULES

Inapasade represents a great advance in the presentation of anti-tuberculosis drugs.

Inapasade granules are an easily swallowed, tasteless preparation of PAS and isoniazid giving high and sustained blood levels [1,2]. Easy and pleasant to take and almost completely free from the gastric side effects of PAS, Inapasade secures the enthusiastic co-operation of the patient in hospital and at home and helps to obviate lapses in treatment.

Inapasade granules are formulated with a special low-melting-point fat which prevents disintegration until the intestine is reached, thus protecting the gastric mucosa from irritation and minimising nausea, vomiting and gastric disturbance. The granules are attractive, tiny and tasteless and, when tipped straight on the tongue, are easily washed down with a drink.

DOSAGE

Standard b.d. treatment
INAPASADE
(6 G. sodium PAS + 150 mg. isoniazid per packet)
One packet in the morning and one in the evening.

Once-daily treatment
INAPASADE S.Q.
(12 G. sodium PAS + 300 mg. isoniazid per packet)
One packet daily after food.

For children
INAPASADE PAEDIATRIC
(2 G. sodium PAS + 50 mg. isoniazid per packet)

Inapasade Paediatric is a new presentation in packets containing dose units one sixth the size of the standard daily adult dose. This adds flexibility of dosage to the ease with which Inapasade granules can be given to children—sprinkled on to soft cereals or (when served, NOT before cooking) on to any pudding that does not need thorough chewing; or mixed with jam or syrup and given on a spoon. The table shows children's doses as fractions of the daily adult dose of 12 G. PAS and 300 mg. isoniazid.

No. of Packets of Paediatric	Fraction of Adult Dose	Dose of PAS	Dose of Isoniazid
1	1/6	2 G.	50 mg.
2	1/3	4 G.	100 mg.
3	1/2	6 G.	150 mg.
4	2/3	8 G.	200 mg.

PRESENTATION

Inapasade
Tins of 60 packets (one month's supply)
Tins of 120 packets (two months' supply)
A bulk pack of loose Inapasade granules containing 1,000 G. is also available; each tin includes a plastic measuring scoop designed to deliver a dose of 3 G. sodium PAS plus 75 mg. isoniazid.

Inapasade S.Q.
Tins of 30 packets (one month's supply)

Inapasade Paediatric
Tins of 60 packets, with simply worded instructions for the guidance of parents and patients.

REFERENCES

1. Gow, J.G., *Tubercle*, 1964, **45**, 274.
2. Emerson, P.A. & Kuper, S.W.A. (B.T.A.) *ibid.*, 276.

Keep these for reference—or write for complete set of SNP filing cards

SMITH & NEPHEW *Pharmaceuticals* LTD.
BESSEMER ROAD · WELWYN GARDEN CITY · HERTS.

A highly effective product backed by strong TV advertising

Rinstead

PASTILLES

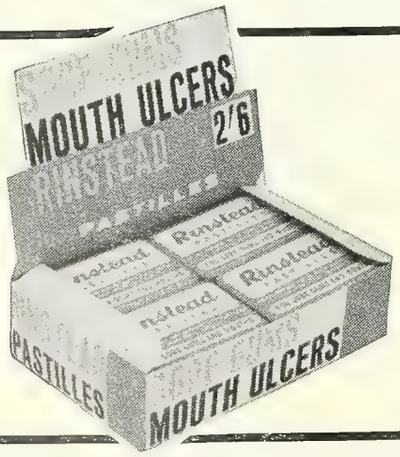
FOR SORE GUMS AND MOUTHS

ANYONE WITH A SORE MOUTH, due to rubbing dentures, mouth ulcers, tooth extraction or any of a score of causes, is a potential customer for Rinstead. This means practically everybody.

RINSTEAD IS PROVED EFFECTIVE. You will have constant repeat business all through the year.

RINSTEAD IS WITHOUT COMPETITION. Ever since the current compelling TV advertising began, sales have been rising meteorically. Many chemists are selling 2 to 3 dozen per week!

RINSTEAD IS SOLD ONLY THROUGH CHEMISTS People will be asking for Rinstead in your shop, so make sure your supplies will meet the ever rising demand.



STOCK UP NOW

Price 17/- per dozen tins packed in attractive counter display outers.

(Retail price 2/6 per tin.)

P. & M-WARRICK
Seymour Rd., London E.10.

TAS/WK.58A

7 million women come shopping every week with *woman's own*

Here are the products to be advertised in *woman's own* during the next month. Exploit their tremendous sales potential with prominent displays wherever possible. Every week *woman's own* sells toilet, health and beauty preparations to 7,105,000 women, including 5,731,000 housewives who shop for the whole family. A third of *all* your women customers get the message when it's advertised in *woman's own.*

Medical & Health Products

Colour

Energen Foods
Limmits
Lucozade
P.L.J.
Scholl Sandals
Tampax

Monotone

Anadin
Andrews Liver Salt
Cameo
Daisy Tablets
Dentisive (three times)
Doan's Pills (twice)
E.P. Tablets
Ex-Lax (twice)
Feminax
Fynnon Salt
Germolene
Germoloids
Lilia
Lil-lets (twice)
Marzine (twice)
Mene (twice)
Milk of Magnesia
Optabs (three times)
Optone
Pastils/808
Phensic
Preparation 'H'
Ryvita
Savlon Antiseptic Cream
Saxin (twice)
Scholl Sandals
Scholl Soft Grip Stockings
Silcot
Slim Disks (twice)
Tampax (twice)

Beauty & Hair Products

Colour

Belle Colour
Coty Eye-Makeup
Elnett Satin
Focus Highlights
Goya 'Timeless' Perfume
Grossmith White Fire
Harmony
Rosedale Hair Spray
Helena Rubinstein Tulip Lipsticks
Helena Rubinstein Scimitar Long-Lash
Supersoft Hair Spray
Supersoft Shampoo
Vaseline Lemon Shampoo
Vitapointe
Yardley 'Beauty Magic' (twice)
2nd Debut

Monotone

Ambre Solaire (twice)
Amplex Roll-On & Spray-On
Arrid Deodorant
Boots Number Seven
Close-Up Deodorant
Delph Cleansing Milk (twice)
Endocil
Fenjal
Fix
Anne French—Immac
Go Spray Deodorant
Innoxa Free 'n Easy Deodorant
Innoxa Solution 41
Lemon Delph Freshener
Living Hair Conditioner
Lady Manhattan (twice)
Mum Aerosol
Oil of Ulay (twice)
Outdoor Girl Cosmetics
Personality Beauty Products
Pin-Up
Quickies Face Pads (twice)
Shadeine
Twink Home Perm
Ulay Vitamin Night Cream (twice)
Veet-O
Winbloom Shampoo & Hair Lacquer (twice)
Yaxa
Yardley 'Bond Street'

Toilet Soaps

Monotone

Cidal Beauty Soap

Household Products & Other Lines

Colour

Andrex
Dixcel Tissues

Monotone

Calgon
Dabitoff (three times)
Mothaks (twice)
Pat (three times)
Zoflora Disinfectant (twice)

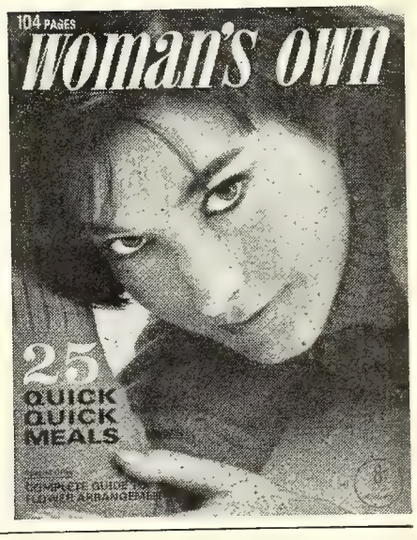
Baby Products

Monotone

Dinneford's
Farley's Farlene
Gerbert Baby Foods
Heinz Baby Foods
Johnson's Cotton Buds
Paddi & Paddi Pads (twice)
Woodward's Gripe Water

This is the thirty-second Merchandising Bulletin for chemists. If you would like further copies of this bulletin, or would like to receive them regularly by mail, please write to the Merchandising Manager, Woman's Own Advertisement Department, Tower House, Southampton Street, London WC2 Temple Bar 4363

what women see in *woman's own* they trust–and buy!



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INDEX TO ADVERTISERS

Agfa, Ltd. 5, 6, 7, 8
Albion Soap Co., Ltd. 4
Alfonal, Ltd. 24
André Philippe, Ltd. 4
Antoine Chiris, Ltd. 12
Beatson Clark & Co., Ltd. 14
Blackie, Robert, Ltd. 12
Blythe, William, & Co., Ltd. 27
British Dyewood, Ltd. 25
Burroughs Wellcome & Co. ..... Interleaved Edit., 15
Burroughs Wellcome & Co. ..... Price List Sup., page 1
Bush Boake Allen, Ltd. ..... Interleaved Edit., 17
Cow, P. P. (Li-Lo), Ltd. 26
Cox, A. H., & Co., Ltd. ..... Cover iv
dott. Inverni & Della Beffa, S.p.A. ..... Cover iii
Farley's Infant Food, Ltd. 10
Fencolor Laboratory, Ltd. 24
Freeman, William, & Co., Ltd. 13
Heyman, A. & H., Ltd. 4
Ilon Laboratories 24
International Bottle Co., Ltd. 23
Jackel & Co., Ltd. 22
Jacob, White & Co., Ltd. 10
Johnson Processing Laboratories, Ltd. 4
Lilia White (Sales), Ltd. ..... Interleaved Edit., 18, 19
MacAndrews & Forbes, Ltd. 4
May & Baker, Ltd. ..... Cover ii
Newnes, George, Ltd. 3
Ormskirk Photo Services, Ltd. 22
Orridge & Co. ..... Price List Sup., page 5
P & M-Warrick 2
Philips Electrical, Ltd. 26
Robinson & Sons, Ltd. 21
Roche Products, Ltd. 11
Searle, G. D., & Co., Ltd. ..... Front cover
Shadeine Co., Ltd. 26
Smith & Nephew, Ltd. 9
Smith & Nephew Pharmaceuticals, Ltd. 1
Suter, A. F., & Co., Ltd. 24
Tidman & Son, Ltd. 24
Wander, A., Ltd. ..... Interleaved Edit., 16
Warenzeichenverband Pharmazeutischer Und Chemischer Erzeugnisse, E.V. ..... Interleaved Edit., 20

SHOPFITTING SUPPLEMENT

Alcan (U.K.), Ltd. ..... Supplement, page 2, 3
Ballard Bros., Ltd. ..... Supplement, page 20
Counterpoint Equipment, Ltd. ..... Supplement, page 21
Eustace & Partners, Ltd. ..... Supplement, page 19
Lancashire Shopfitters, Ltd. ..... Supplement, page 9
Litton Business Systems, Ltd. ..... Supplement, page 17
Mason, Wm., & Sons, Ltd. ..... Suppplement, page 4
Maund & Berg, Ltd. ..... Supplement, page 16
National Cash Register Co., Ltd. ..... Supplement, page 12, 13
Olney Bros., Ltd. ..... Supplement, page 19
Pendred, Norman, & Co., Ltd. ..... Supplement, page 19
Pollard, E., & Co., Ltd. ..... Supplement, page 18
Salesmaster Shopfittings, Ltd. ..... Supplement, page 24
Savage & Parsons, Ltd. ..... Supplement, page 22, 23
Soffe Bros., Ltd. ..... Supplement, page 10
Versatile Fittings (W.H.S.), Ltd. ..... Supplement, page 4

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Containing no perfume, no colouring no filling, and no antiseptics, prescribed by Dermatologists for troublesome and allergic skins.

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Send us a photograph of your AGFACOLOR UNIVERSAL FILM DISPENSER on display in your shop and YOU WIN £1

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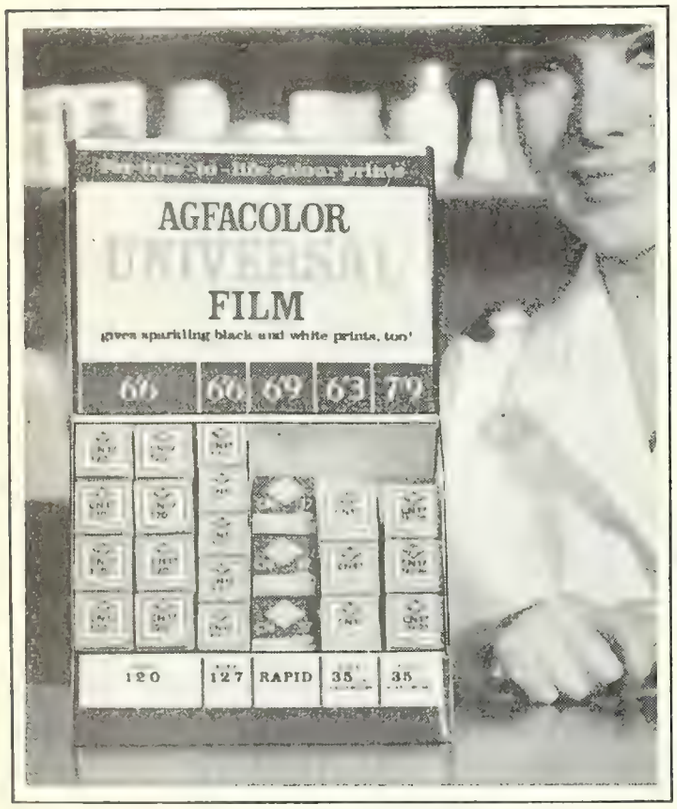

*The quality of the photographs does not matter. Your name and address should be clearly printed on the back of each print. If you do not have a dispenser or display unit, contact Agfa-Gevaert Limited.

Scores of £5 prizes too!

Special Agfa representatives will be making check calls. If one of the special Agfa representatives calls on you and your Universal Dispenser or Agfa Rapid Display are approximately in the same position as shown in your photograph—YOU WIN £5

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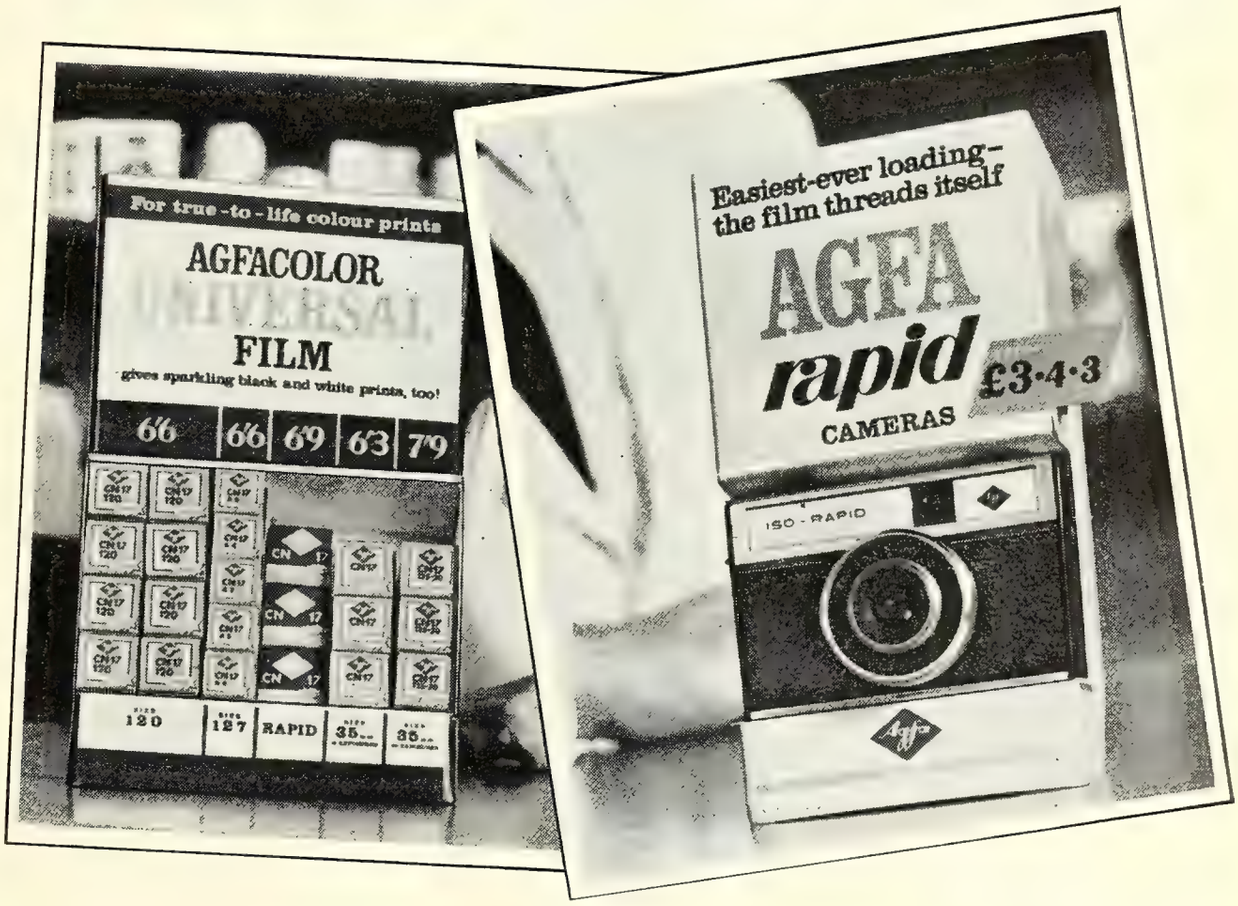
Send us photographs of *both* your AGFACOLOR UNIVERSAL FILM DISPENSER *and* your AGFA RAPID CAMERA DISPLAY UNIT and YOU WIN £2



You could win a total of £7

-and it's easy money!

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Make sure you have ample stocks of AGFACOLOR UNIVERSAL FILM and AGFA RAPID CAMERAS for your Photographs and Displays.

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Remember! You could win £7

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trusted throughout the photographic world

so-ba NOW AVAILABLE FROM SMITH & NEPHEW LTD

New hangover remedy goes national

When SO-BA first came onto the market a few weeks ago it aroused considerable interest in the press. Possibly you read about it.

Up to now, this new hangover remedy has been in limited distribution in the London area. But now Smith & Nephew Ltd. have taken over the manufacturing and marketing of SO-BA (by arrangement with Laurice of London Ltd.) and it is being made available nationally. Distribution will be through chemists only.

SO-BA is packed in tubes of four tablets, twelve tubes to an outer (which acts as an effective display piece).

It retails at 3/6d a tube, with a normal trade price of 24/- a dozen.

WHAT IS SO-BA?

SO-BA is a carefully balanced formula of B group vitamins and caffeine citrate.

ACTIVE INGREDIENTS:

Aneurine Hydrochloride B.P. 40 mgm
Riboflavine B.P. 10 mgm
Nicotinamide B.P. 100 mgm
Pyridoxine B.P. 20 mgm
Caffeine Citrate B.P.C. 200 mgm

SO-BA is intended to restore depleted B group vitamins, which are essential to enzyme function in normal metabolism, and to provide a stimulant and refresher. SO-BA is a sugar-coated pink tablet, to be taken "the morning after."

SPECIAL INTRODUCTORY OFFER

For a limited period, SO-BA is available at 12 tubes for the price of 11.

so-ba

B

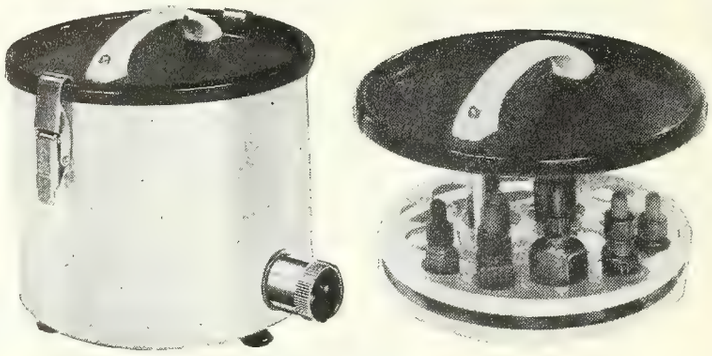
"Eye-drops are STERILE aqueous or oily solutions or suspensions for instillation into the eye."★

* *B.P.C. 1966 Supplement.*

STERILIZER for Eye solutions and dropper bottles

Designed specifically for the sterilization of eye-drops in dropper bottles with rubber teats or of the bottle alone.

There are two standard sizes the capacities of which are 4 bottles (Model No. 161), 16 bottles (Model No. 861).



MODEL 861

Accepts Bottles to B.S. 1679 (1965)

Obtainable direct from

JACOB, WHITE & CO. LTD.

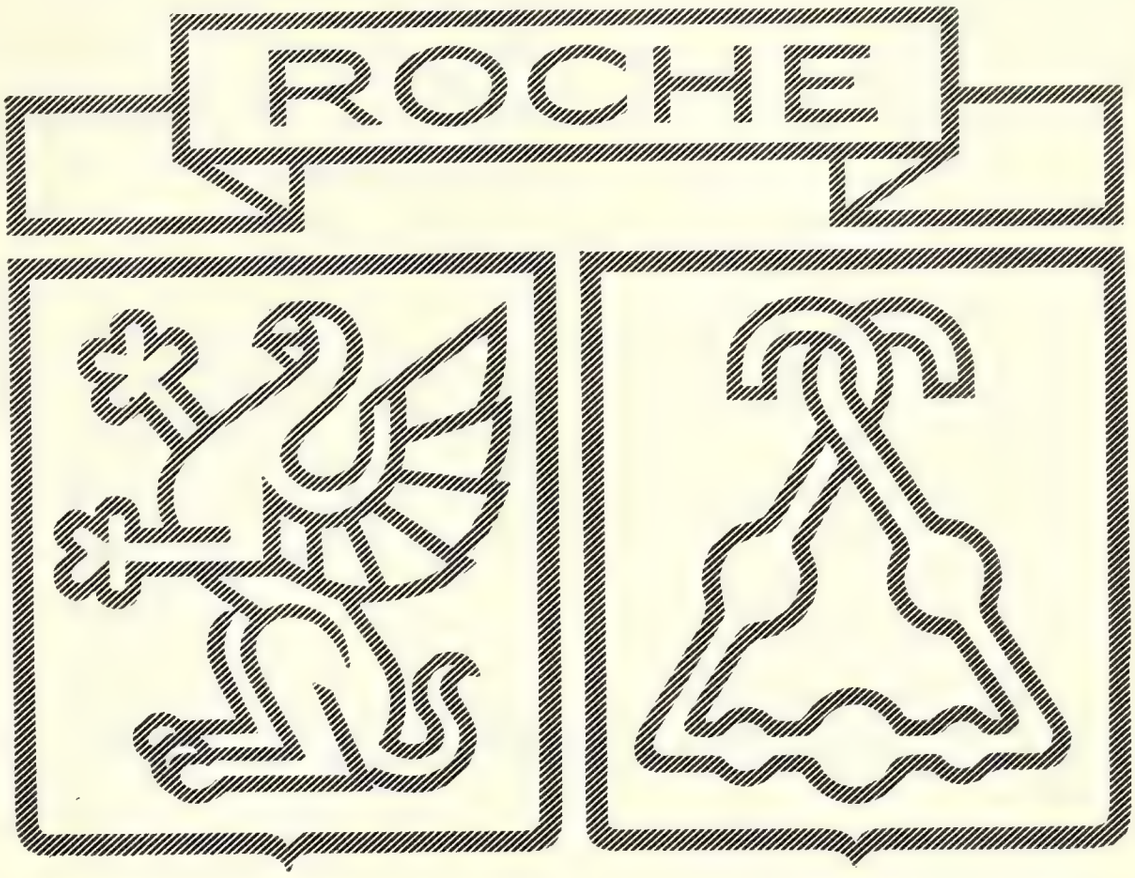
326 UPPER STREET · ISLINGTON · LONDON N.1. Tel: CANonbury 3233

or from your usual wholesaler.

FARLENE BABY FOOD PRICE REVISION

From Monday, July 4th, the trade price of Farlene will be 16/-d per dozen packets. The new suggested retail price is 1/8d per 8 oz. carton

Farley's Infant Food Ltd., Torr Lane, Plymouth, Devon



ROCHE PRODUCTS LIMITED announce that, as from July 4th, 1966, their Speciality Order Section will operate from their factory at Broadwater Road, Welwyn Garden City, Herts. (Telephone: Welwyn Garden 28128).

From July 1st all orders for specialities, also correspondence and returns, should be addressed to Welwyn Garden City and no longer to the London offices at 15 Manchester Square, W.1., though export orders and orders for bulk chemicals should still be sent to the London offices.

The Roche Medical Information Department will continue to operate from the Manchester Square address.

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a complete range with own name and address to fill the needs of your pharmacy

EXPORT and HOME ENQUIRIES INVITED

Manufacturers of
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POMEROY STREET · LONDON · SE14

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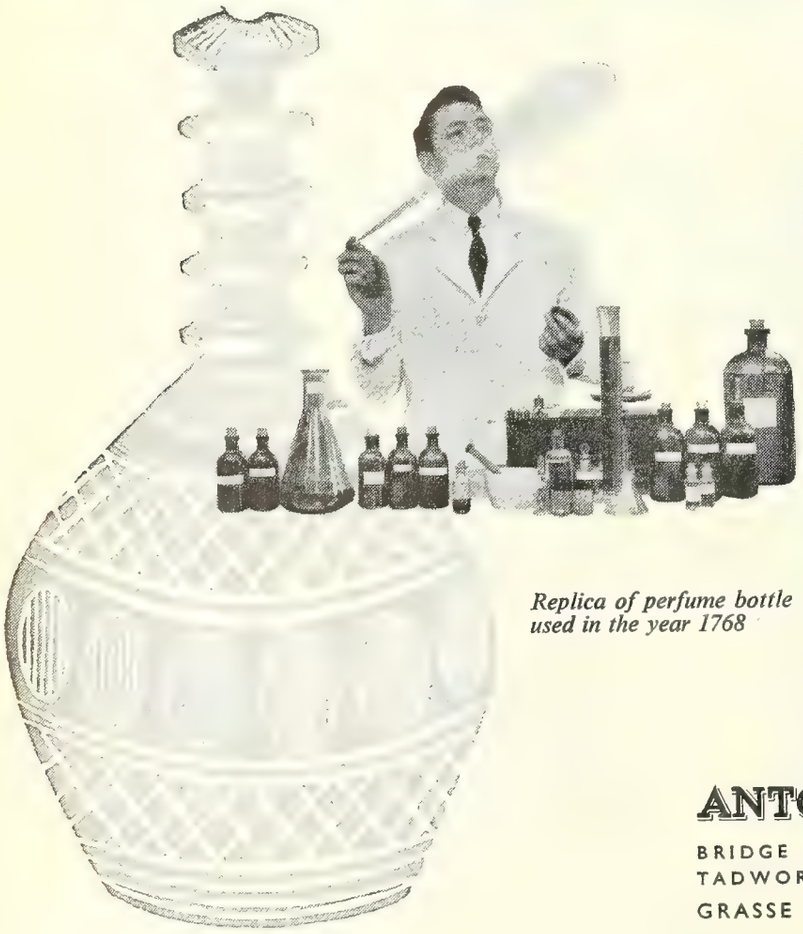

Replica of perfume bottle used in the year 1768

SINCE 1768 the House of Chiris has dedicated itself to the Fifth Sense. In the development of Essential Oils, Floral Absolutes, Chemical Isolates, Synthetic Chemicals, and all those creations and specialties which combine industrial aromatics with natural products and produce fragrance, the House of Chiris has a cherished history. Today Chiris maintains laboratories headed by experienced chemists who have available to them not only the accumulated knowledge of generations of Chiris perfumers and chemists, but also the research facilities of five modern laboratories located in Grasse and Paris, London, Sao Paulo (Brazil), and New York City. Whether Essential Oils, Isolates, or combinations thereof, are used as fragrance constituents by the perfumery, soap, cosmetics or allied industries, we are happy to be consulted.

ANTOINE CHIRIS LTD

BRIDGE HOUSE,
TADWORTH, SURREY
GRASSE PARIS · NEW YORK · SAO PAULO

THE WORLD'S BIGGEST NAME IN HOT WATER BOTTLES

Sell a good Hot Water Bottle - Sell a Suba-Seal

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* Cannot leak
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* No air locks — splutter free filling
* Full B.S.1970 Specification PLUS

SUBA-SEAL

TRADE MARK

GENUINE SUBA-SEAL
LOOK FOR THE NAME ON THE CAP

AVOID IMITATIONS

Stock up from the best selling range of hot water bottles ever made. Full Profit Margins. Extra 5% FORWARD ORDER BONUS for orders placed before 30 June for delivery by 31 December. Display stands to support you at the points of sale. Backed by massive consumer advertising.

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CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 185 June 25, 1966 No. 4506

CONTENTS

A Pharmacist's Anthology 637
Challenge to Council's "Ethics" Motion 628
Correspondence 640
Leading Articles:
Credit Facilities—for Whom? ... 637
Onward from Galen 637
Pharmaceutical Society of Ireland:
Council Meeting 638
Topical Reflections 627

SHOPFITTING and MODERNISATION Supplement

An Aluminium Shopfront Pays for Itself, 1. *A Three-week Refit at Ealing,* 5. *Saturday Night to Monday Morning,* 6. *Transfer to Nextdoor-but-one,* 7. *A Pharmacy With a Difference,* 8. *A Norwich Pharmacy Completely Refitted,* 11. *Fittings, Showcases and Services,* 14. *Financing Shopfittings,* 15. *How to Design a Dynamic Window Display,* 18.

Business Changes 633
Coming Events 645
Company News 632
Deaths 633
Display 635
Equipment and Accessories 642
Expansion Projects ... 640
In Parliament 632
Instruments and Apparatus 641
Legal Reports 632
Local Officers 627
Manufacturers' Activities 642
Marriages 633
New Companies 645
New Products 636
Patents 645
Personalities 633
Print and Publicity ... 645
Shopfitting Notes 634
Trade Marks 644
Trade Notes 635
Trade Report 643
Wills 644
World Trade 645

Index to Advertisers, p. 4. *Classified Advertisements, p.* 28.

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The Beatson range includes medicals, panels, vials, ribbed ovals, poisons, powders and winchesters.
Beatson glass containers are delivered production clean in sealed cartons. Next time you order specify Beatson glass containers.

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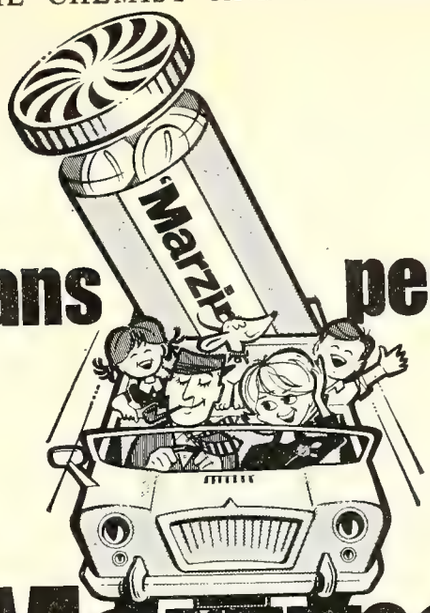

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High-frequency advertising will reach 7 out of 10 adults

DAILY MIRROR / DAILY EXPRESS
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and the leading Provincial papers, too!

Peak publicity means peak profits from 'Marzine' for you at holiday time. 'Marzine' is the popular travel sickness remedy that's especially suitable for small children. Have plenty of 'Marzine' on hand to meet holiday-travel demand.

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4oz. tins **1/9d**

8oz. tins **3/2d**

16oz. tins **5/9d**

These prices will apply to all orders dispatched after 30th June, 1966

PROFIT MARGINS REMAIN UNCHANGED

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T114

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Enquiries should be addressed to:
Bush Boake Allen Ltd
Pharmaceutical Division
Wharf Road, London N.1
Telephone: CLErkenwell 1000

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SELL THIS OFFER FROM

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You gain:

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Mothers who have never bought disposables before will now buy Golden Babe from you

They buy *this time* because they want to take advantage of this great offer

They buy *next time* because they've proved for themselves that Golden Babe are best

And remember, your regular Golden Babe customers will also want this great offer

Bonus!

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PHARMAZEUTISCHER UND CHEMISCHER ERZEUGNISSE E.V.
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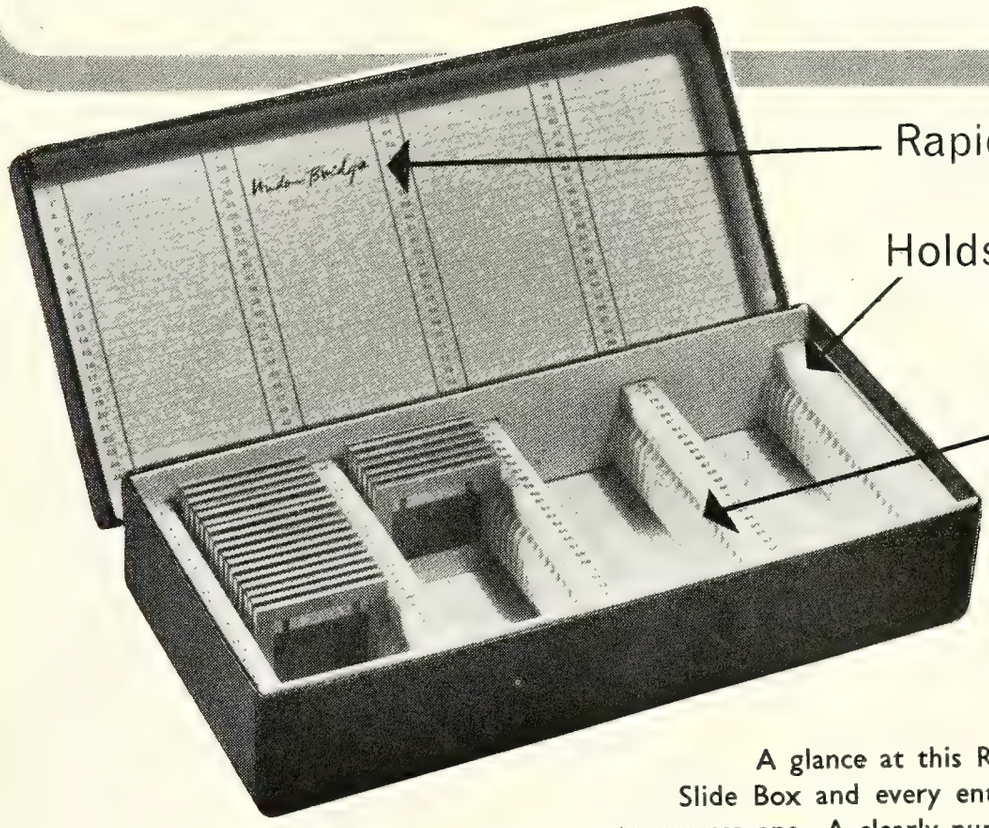
Accepted, reliable

Enthusiasts will want this 35 m.m. SLIDE BOX



A glance at this Robinsons 35 m.m. Slide Box and every enthusiast will want to possess one. A clearly numbered title index instantly locates any of the 100 slides, which are fully protected in plastic inserts having a corresponding number. A first class slide box at a really competitive price.

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Royal Sweden Hairbrushes are fashioned in mirror-smooth Swedish Hardwoods—stronger, last longer, as a result of blending nylon with pure hair bristle.

A range of twelve popular pieces, each brush window boxed for quick selling display

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£6 .0 .0 Plus P.T.

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BOILS A daily dressing will remove pain and quickly clear up condition.

CARBUNCLES Respond quickly to regular dressing with Ilon Abscess Salve.

SUPPURATING WOUNDS Ilon Abscess Salve is essentially an ointment for the elimination of suppuration. *Contains no Antibiotics.*

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— throughout the year!"

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42/- per doz.	10/6 per doz.	5/6 (1½ doz. to a case)
100/- per doz.	25/- per doz.	13/2 (14 lb bags)
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53/- each	13/3 each	79/9 (1 cwt. bags)

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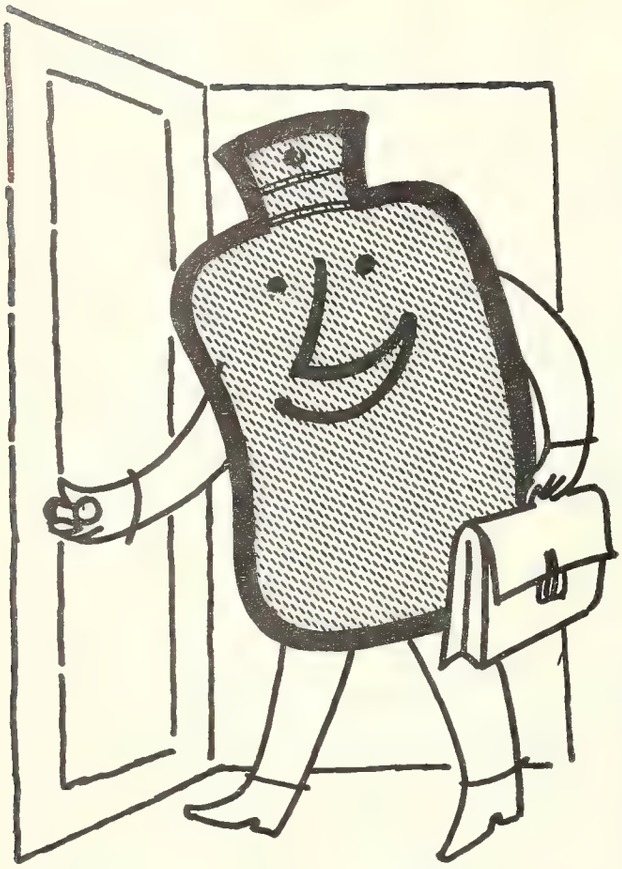

Don't miss the LI-LO man

Don't miss the Li-Lo man when next he visits you — all your customers will be wanting to buy the exciting range of Li-Lo hot water bottles.

With competitive prices and a wide choice of colour and style we're sure that even you will be amazed at the wonderful value offered.

P. B. Cow (Li-Lo) Ltd., Trading Estate, Slough, Bucks
Tel: No 20333.

LI-LO

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Amalgamated Electric Services Limited, Service Company of Philips Electrical Limited, again wish to draw their customers' attention to the fact that Philishave sent to them for repair should be forwarded direct to their branch at **Peel Buildings, Waterloo Street, Newcastle-Upon-Tyne 1**, and *not* to the Waddon address. This will accelerate delivery and return of the serviced shavers.

It is further evident that some retailers are still forwarding shavers for service via their wholesalers and not direct to Amalgamated Electric Services. It will be appreciated that however speedily these shavers are returned by the wholesaler to Amalgamated Electric Services, this must inevitably cause a further delay in the delivery and eventual return of shavers to the retailer concerned.

Notwithstanding the fact that Philishave servicing is being undertaken at Newcastle, the supply of Philishave component parts and accessories is still established in Waddon and all requests for such parts should be made in writing or telephone (Municipal 7311) to Amalgamated Electric Services, Spare Sales Department, Waddon Factory Estate, Croydon, Surrey.

Please note that appliances other than Philishave should continue to be sent to the Waddon address for servicing.

Philishave servicing facilities being undertaken by Philips' Network of National Service Dealers remains unchanged.

Regular sales assured with

Shadeine

– the permanent safe HOME tint for GREY hair

Still the best home tint for grey hair. All natural shades. Safe and harmless. Trade Prices—1 oz. 45/- per dozen. 2 oz. 53/3 per dozen. P. Tax 25%. Retail 5/11 and 7/- per bottle respectively.

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For brightening mousy hair. Trade Price—2 oz. size 45/- per dozen. P. Tax 25%. Retail 5/11 per bottle.

THE SHADEINE COMPANY LTD.
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Over SIXTY YEARS' Reputation

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Parke-Davis offer PHARMACISTS a progressive career

with attractive fringe benefits
in one of the world's largest international Pharmaceutical Houses.

Vacancies exist for pharmacists or men with a good medical/pharmaceutical background as

MEDICAL REPRESENTATIVES

in the following areas:-

(a) South Wales
(b) Bristol
(c) Home Counties

We should like to tell YOU all about the advantages offered by the Company.
If you would like to tell US all about your experience to date, please apply for an interview by 'phone or letter in confidence to:

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Parke-Davis & Company
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Hounslow 2361

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C 771

We are actual manufacturers *and can offer prompt delivery of and keenest prices for :—*

SODIUM METABISULPHITE

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We invite your enquiries. Samples and prices gladly sent on request. Lists of Technical Products on application.

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Address Box Number Replies to: THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2. Tel.: CENTRAL 6565

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SHOP TO BE LET

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ADJOINING MULTIPLE
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AT LOW RENT

INCLUDING FLAT
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MONOPOLY POSITION IN DENSELY POPULATED AREA

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ESTATES MANAGER,
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HAY HILL, LONDON, W.1

C 1852

LONDON BOROUGH OF WANDSWORTH. Shops — Tenders invited for grant of 21-year leases of 3 lock-up shops to be built by Wandsworth Corporation in Carmichael Close, Livingstone Road, S.W.11. For fuller details and forms of tender, which must be returned not later than Wednesday, 6th July, 1966, apply to Housing Manager, 207 Lavender Hill, S.W.11.

Municipal Buildings, Wandsworth, S.W.18. D. C. KERR, Town Clerk. C 7118

APPOINTMENTS

OVERSEAS

NEW ZEALAND AGRICULTURE DEPARTMENT

Applications are invited for the undermentioned vacancies:

Vacancy B 13/2/69/2303: Chemists and Bacteriologists at Dairy Laboratory, Wallaceville, Wellington.

Salary: Initially up to £1,520 p.a. for Chemists and £1,420 p.a. for Bacteriologists according to qualifications and experience, with the opportunity for promotion on merit.

Qualifications desired: Chemists—degree in Chemistry or Biochemistry. Bacteriologists—degree in Bacteriology preferred but other qualifications considered.

Duties: Chemist—to investigate the wide variety of problems associated with the quality of dairy produce and related materials; initially to work with recently installed dual column gas-chromatograph.

Bacteriologist—research and control work on bacteriology of dairy produce; independent lines of work encouraged.

Passages: Fares for appointee and his wife and family, if married, will be paid.

Incidental expenses: Up to £35 for a single man and £100 for a married man can be claimed to cover the cost of taking personal effects to New Zealand.

Application forms and general information are available from the High Commissioner for New Zealand, New Zealand House, Haymarket, London, S.W.1, with whom applications will close on July 25, 1966.

Please quote reference B 13/2/69/2303 when enquiring. C 7120

APPOINTMENTS

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS

Dispensing Assistant

required for modern, well equipped Department. Pleasant working conditions. Whitley Council salary plus London Weighting. Apply to Chief Pharmacist. C 7108

HAMMERSMITH HOSPITAL AND POST-GRADUATE MEDICAL SCHOOL, DU CANE ROAD, LONDON, W.12

Locum Pharmacist

required at the above Teaching Hospital for several weeks commencing as soon as possible. Interesting work in modernised department.

Salary £24 13s. 6d. per week.

Applications to Chief Pharmacist. C 7112

HAMMERSMITH HOSPITAL AND POST-GRADUATE MEDICAL SCHOOL, DU CANE ROAD, LONDON, W.12

Senior Pharmacist

required at above General Post-graduate Teaching Hospital (Category V) to supervise sterile products laboratory or periodically (to keep up to date in general pharmacy) other sections of the Department (or whole-time in laboratory if preferred).

Laboratory newly built and well equipped; excellent working conditions including daylight and air-conditioned. Very wide range specialised and other work undertaken but excluding large-scale production of perfusion fluids.

Whole Department recently modernised; working conditions exceptionally pleasant; staff-room and other facilities.

No duty every third Saturday. Evening clinic duty (until 6 or 6.30 p.m.) approximately once a week for which time-off in lieu or payment given.

Salary scale £1,040 — £1,295 plus London Allowance £55 (which will shortly be increased to £75), and Higher Qualification Allowance (where applicable) £25.

Apply, stating experience and naming two referees, to Chief Pharmacist. C 7110

HAMMERSMITH HOSPITAL AND POST-GRADUATE MEDICAL SCHOOL, DU CANE ROAD, LONDON, W.12

Pharmacist

required at above Teaching Hospital (Category V).

Post offers interesting work and excellent experience; exceptionally pleasant working conditions, in modernised department. One Saturday in three off. No Saturday afternoon or Sunday duty. Late Clinic duty approximately once a week for which payment or time off in lieu is given.

Salary scale £955 — £1,200 plus higher qualification allowance (where applicable) and London Weighting £45/£55 per annum (which will shortly be increased to £75 per annum).

Applications in writing, giving age, experience and names of two referees to Chief Pharmacist. C 7111

HOSPITAL MANAGEMENT COMMITTEE No. 9, WAKEFIELD "A" GROUP

Pharmacist

required at Clayton Hospital, Wakefield. Opportunity for newly qualified candidate to obtain excellent and varied experience in a recently modernised department.

Salary scale £955—£1,200 per annum, with conditions of service in accordance with Whitley Council Agreements.

Application form from Group Secretary, 113 Northgate, Wakefield. C 7121

NORTH WIRRAL HOSPITAL MANAGEMENT COMMITTEE, VICTORIA CENTRAL HOSPITAL, SURGICAL UNIT, LISCARD ROAD, WALLASEY, CHESHIRE

Senior Pharmacist

Applications are invited for the above appointment at this hospital. This is a full-time appointment, but applications for part-time employment would be considered. Please apply to Hospital Secretary as soon as possible. C 7119

SITUATIONS VACANT WHOLESALE

SPECIALISED MEDICAL REPRESENTATIVES

SMITH, MILLER & PATCH LTD.

Due to expansion this leading International Company specialising in Ophthalmic preparations offer "ground floor" appointments to qualified and experienced Medical Representatives.

These are London based, permanent positions, offering exceptional growth potential.

Attractive salary subject to periodic review in recognition of achievement. Company car supplied. Full expenses found.

Apply in writing and in complete confidence to:—

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Smith, Miller & Patch Ltd.,
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Worsley Bridge Road,
LONDON, S.E.26.

C 7114

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1
Senior Pharmacist
required for the Out-patient Department of the above Hospital. This is a congenial post for a person who enjoys dealing with patients and medical and nursing staff and who wishes to keep abreast of the latest developments in drug treatment. Salary on the scale: £1,040 + £40 to £1,160 + £45 to £1,295 plus London Weighting and Higher Qualification allowance. Evening Clinic weekly for which a payment of £2 8s. 9d. is made. Applications to the Chief Pharmacist. C 775

ROYAL FREE HOSPITAL, GRAY'S INN ROAD, W.C.1
Locum Pharmacist
required at this Hospital. Salary £24 13s. 6d. per week. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 758

SCUNTHORPE HOSPITAL MANAGEMENT COMMITTEE, SCUNTHORPE AND DISTRICT WAR MEMORIAL HOSPITAL
Locum Pharmacist
required for four weeks period July 25th to August 20th, 1966. Rate of pay £34 14s. per week.
Further information may be obtained from the Chief Pharmacist (Tel. No. Scunthorpe 5811 Ext. 234). Applications to Hospital Secretary, Scunthorpe & District War Memorial Hospital, Cliff Gardens, Scunthorpe. C 7101

ST. GEORGE'S HOSPITAL, TOOTING GROVE, S.W.17
Senior Pharmacist
required for new and well equipped Pharmacy in Undergraduate Teaching Hospital. Accommodation available for single person. Salary scale £1,095—£1,350 p.a. Apply to Secretary, St. George's Hospital, Tooting Grove, S.W.17. C 7127

THAMES GROUP HOSPITAL MANAGEMENT COMMITTEE
Applications are invited for the following appointments:—
Senior Pharmacists
(a) East Ham Memorial Hospital, Shrewsbury Road, Forest Gate, E.7.
(b) St. Andrew's Hospital, Devons Road, E.3.
Pharmacist
St. Clement's Hospital, Bow Road, E.3. In sole charge, part-time or full-time for this Psychiatric Hospital of 123 beds with out-patients' department and Day Hospital. Applications to respective Hospital Secretaries. C 7117

THE MANOR HOSPITAL MANAGEMENT COMMITTEE
Dispensing Assistant
required, full or part-time, at The Manor Hospital, Epsom, Surrey, a hospital for 1,120 mentally subnormal patients. Whitley Council salary and conditions of service.
Applications, stating age, experience and certifications, together with the names and addresses of two referees, to the Group Secretary. C 7122

THE ROYAL NATIONAL THROAT, NOSE AND EAR HOSPITAL, GRAY'S INN ROAD, LONDON, W.C.1
Lady Dispenser (full time)
Salary according to Whitley Conditions. Apply Chief Pharmacist, The Royal National Throat, Nose and Ear Hospital, Gray's Inn Road, London, W.C.1. TER. 8855. C 770

SITUATIONS WANTED

EXPERIENCED Medical Representative (30 years in drug trade) wishes to contact company looking for increased business in Caribbean area. Has house in Trinidad. Agencies considered. Please write Box C 1845.

AGENTS

FIRST-CLASS AGENTS required by nationally known and progressive toiletry and hair care manufacturer. Must be well introduced to chemists and stores, etc. Full support, generous commission, numerous accounts handed over. Territories City and East London, East, S.E., Southern and N.E. Counties. Apply with details in confidence to: "Sales Director," Box C 7074.

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WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packaging raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8. C 140

BUSINESS OPPORTUNITIES

A LIMITED COMPANY formed for £18 complete. Ready-made Companies £20. Express Company Registrations, Ltd. (Dept. 37), 70 Finsbury Pavement, E.C.2. NAT. 5434/5. C 755

LEADING MANUFACTURER introducing latest type of chemists' display shelving, showcases and complete dispensary fittings, seeks shops to act as show installations. Rocano, Ltd., St. Paul Street, Bristol, 2. C 759

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FOR YOUR REQUIREMENTS OF:— Tetracycline, Quinine Salts, Quinidine Salts, Isoniazid B.P., Ephedrine Hcl., Chloramphenicol Salts, Thiamine Hcl., Phenolphthalein, Strychnine Sulphate, Stilboestrol, Ascorbic Acid, Streptomycin Sulphate, kindly contact: Mesco Laboratories Limited, 10 Holywell Lane, London, E.C.2. Cables: Ascendco-London, E.C.2. Telephone SHOreditch 2185. C 7109

SITUATIONS VACANT RETAIL (OVERSEAS)

JOHN HOLT GROUP OF COMPANIES

PHARMACISTS—NIGERIA

Applications are invited from PHARMACISTS for a position as a Manager with the Group's West African Drug Company engaged in the wholesale and retail Pharmaceutical trade with branches throughout Nigeria.

Candidates must be Qualified Pharmacists, preferably with Management experience. Initial training in the field will be given where necessary, and the period of training can be extended to suit the younger candidate.

Preferred age group—23/35. Previous experience overseas would be an advantage.

Salary to be negotiated but will not be less than £2,000 per annum depending on age and experience. This is a permanent and pensionable post with good prospects.

Terms and Conditions:—One tour of eighteen months, followed by annual tours, with home leave of one-fifth of tour served. Free travel, free furnished accommodation, kit allowance, children's education allowance and other benefits.

Applications, in strict confidence, to:—

Group Personnel Manager,
250 India Buildings, Liverpool, 2

C 7014

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FROM THE CRADLE TO THE GRAVE

As yet none of the products we have introduced have reached the grave. They are still healthy and thriving.

And that's our business—

If you have a problem, pharmaceutical-wise, we can help you.

Formulation — Product Approval — Analytical Control — Packaging — Marketing (Market Research, production and distribution)

Let us quote you. All communications are treated confidentially, and the utmost security is preserved.

Contact: **S. D. Andrew, M.P.S., M.Inst.M.S.M., F.I.D., F. Calladine, M.P.S.**
J. WATERHOUSE & COMPANY LTD.
Church Street, ASHTON-under-LYNE.
061 ASH 5667

C 1835

SITUATIONS VACANT WHOLESALE

advertising manager

An unusual opportunity exists for an Advertising Manager with a medium size company making and marketing proprietary medicinals. The company, besides having a substantial turnover in the U.K., sells its products throughout the Commonwealth, also in the Middle and Far East.

Applicants, aged between 30 and 40, should have had a sound practical experience in the advertising of medicinals sold over-the-counter to the public including press, T.V., radio and cinema. The successful applicant will be a creative and able copywriter with a knowledge of typography and printing methods. Languages would be an advantage but are not essential. Should have pleasant personality.

The post offers excellent prospects in a progressive company of world-wide reputation. Our own staff have been advised of this vacancy.

Write giving details of your experience and stating salary required to Box C 7124.

NIGERIA

General Manager

An old-established British company requires a General Manager for its branch at Kano, Northern Nigeria. The company produces and sells proprietary medicinals.

Applicants, aged between 30-40, should have a sound knowledge of modern production methods, including ointments. A chemical qualification would be an advantage but is not essential. The successful candidate would be responsible for production, control of stocks and distribution and be prepared to travel from time to time within the territory.

Commencing salary would be £3,000 per year with 8 weeks' paid leave every 12 months. Bungalow accommodation provided, car supplied, medical expenses, and return fares paid from U.K.

Our own staff have been advised of this vacancy.

Please forward written applications to Box C 7125.

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PHARMACIST (male or female) required to assist Pharmacist's Widow in management of well-established modern expanding Pharmacy in pleasant Surrey area. Salary to be arranged, suggest share of profits or partnership. Also considered pharmacist with limited capital who might prefer to acquire controlling interest. Box C 1849.

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SALES PROMOTION EXECUTIVE

Manufacturing Chemists, supplying retail chemists through Wholesale Distributors, require the services of a Sales Promotion Executive for the London area and South Coast to foster and maintain the interest of the retail and wholesale trade in their proprietary products and to introduce new products from time to time. A knowledge of the trade is essential and applicants should not be more than 35 years of age. Good salary, car and expenses, non-contributory pension scheme after qualifying period. Write in first instance to Sales Director, Potter & Clarke Ltd., River Road, Barking, Essex. C 7115

OVERSEAS

OPPORTUNITIES IN CANADA PHARMACEUTICAL PRODUCT DEVELOPMENT

A young rapidly expanding International Company has openings for Pharmacy Graduates, or Chemists with Pharmaceutical experience in its new Product Development Laboratory situated in London, Ontario.

The positions offer outstanding opportunities to ambitious candidates with initiative and ingenuity. 1966 Graduates will be considered.

Salaries and costs of living in Canada compare favourably with those in Britain. All enquiries together with applications stating age, education and employment history should be directed to the

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C 7123

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I once met a chemist called Ness

Whose shop was a terrible mess

Upon suggesting a refit

He said "Can't afford it"

"SHOPFITTERS" said I, "Buy or rent!"

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Never tell a competitive chemist about Shopfitters (Lancashire) Ltd.
. . . he might end up with your business.

How Mr. Ness did it–

Mr. Ness completely refitted his shop for a rental of only £22.10.0d. per month. After full tax relief this was reduced to £13.5.4d. a month, and as he only had to increase sales by 4.2% to cover this, it has in effect cost him nothing.

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SHOPFITTERS (LANCASHIRE) LIMITED

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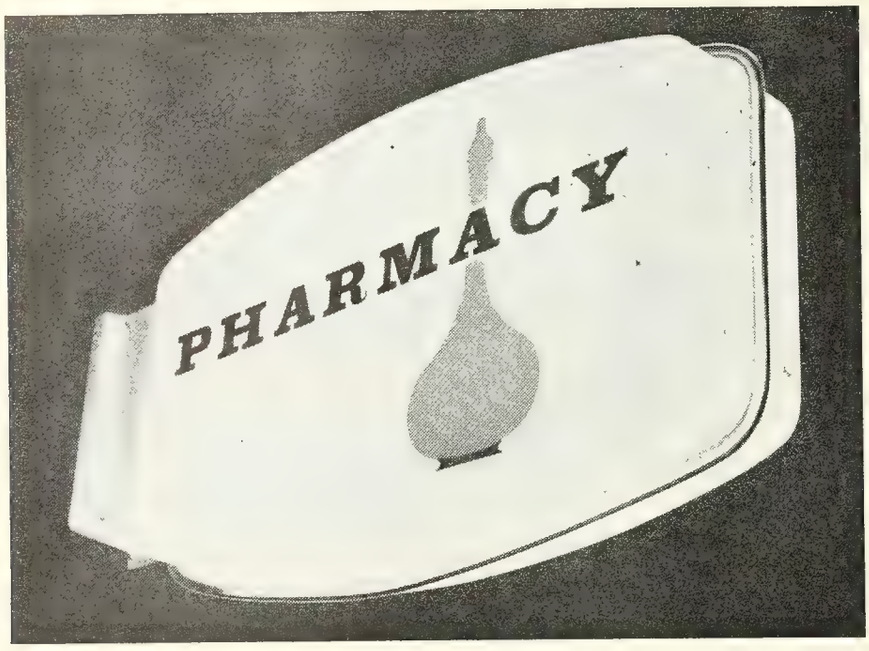

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The one we show here, specially designed for chemists' shops, has these features:

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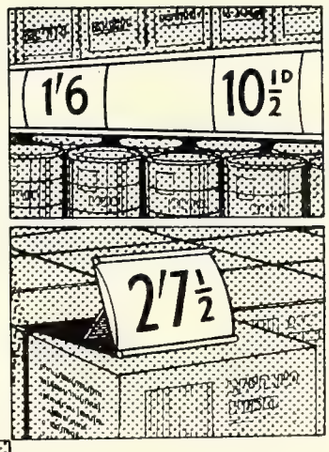

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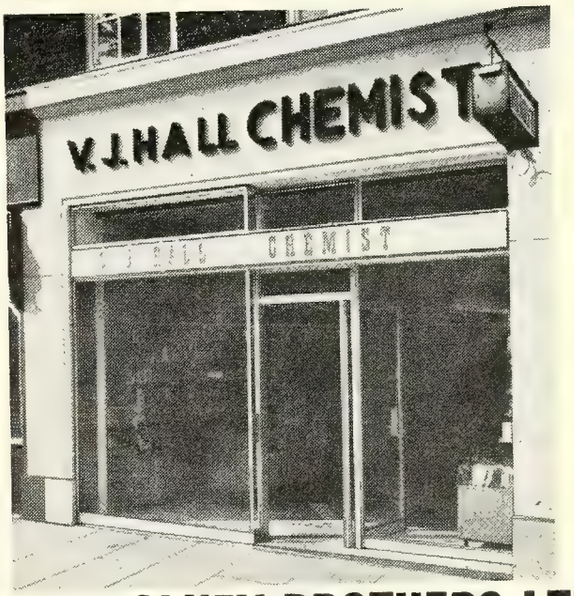

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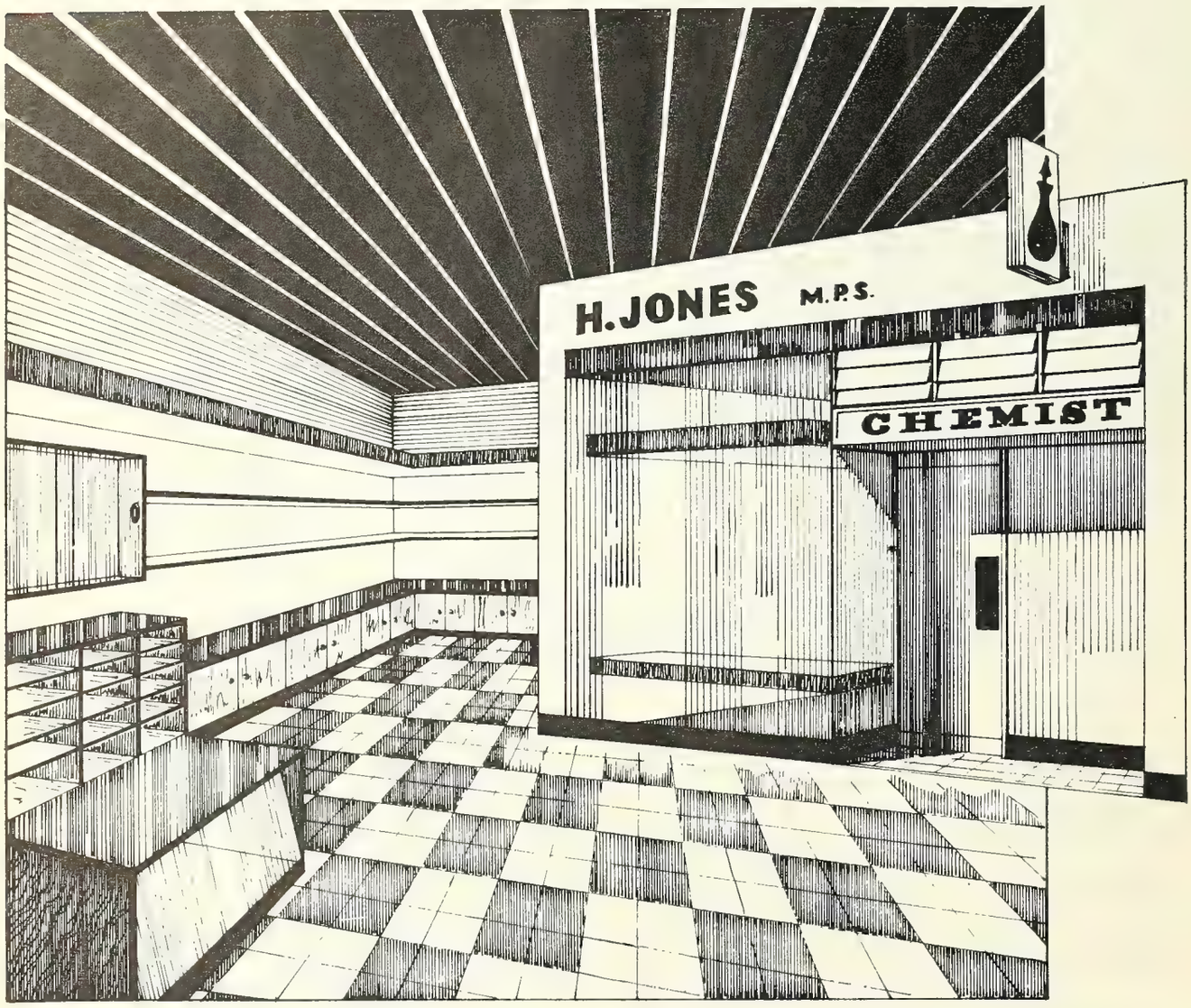

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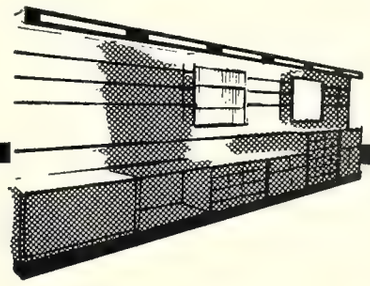

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C16

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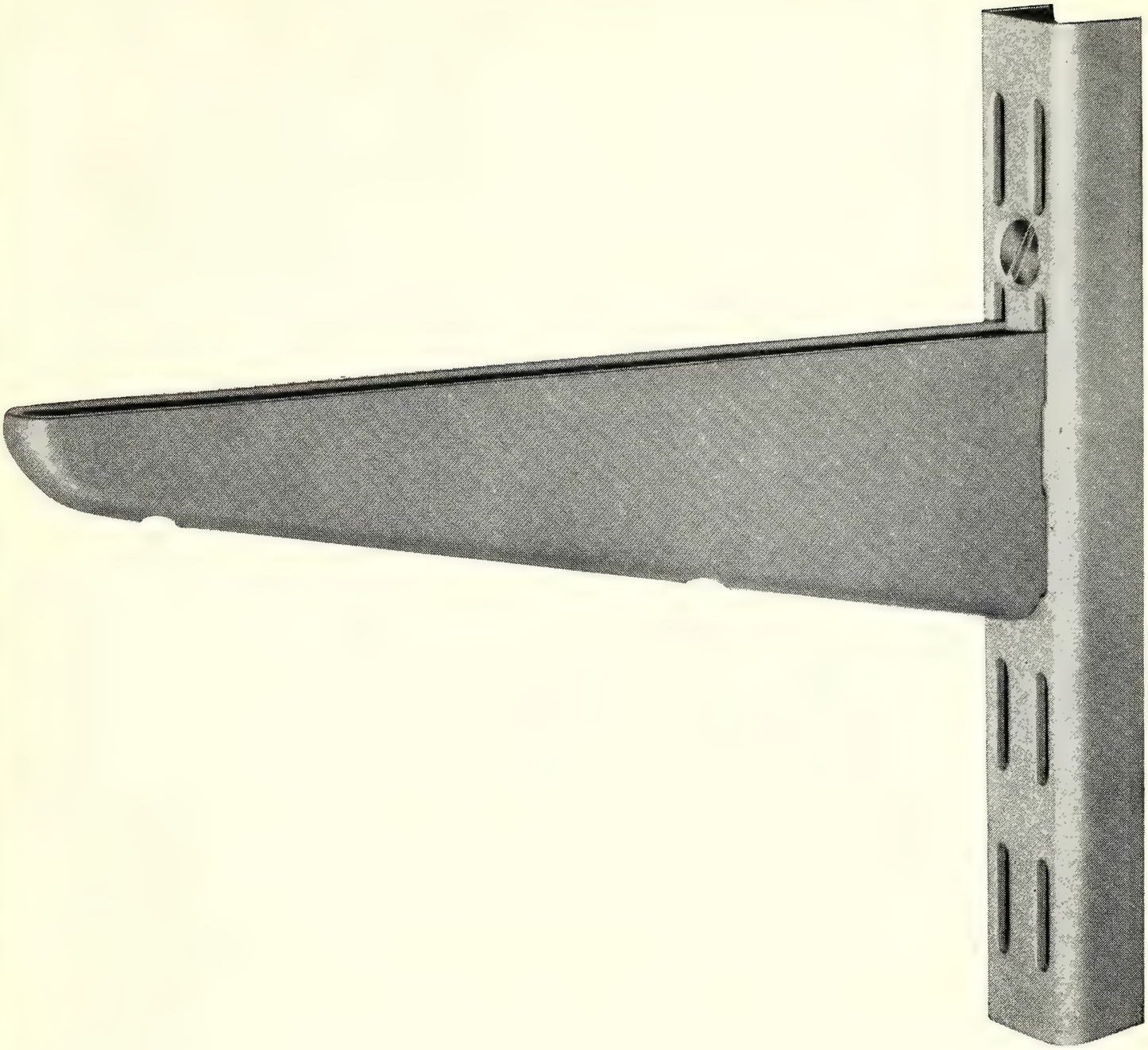

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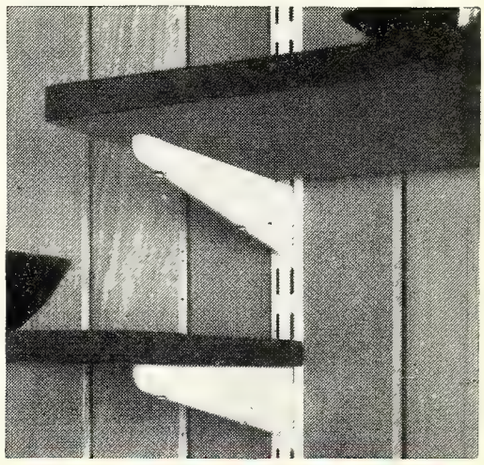

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Carbethoxysyringoyl-methyl reserpate

Others
Aconitine
Belladonna Total Alkaloids
Boldine
Colchicine
Sparteine Base, distilled
Sparteine Camphosulphonate
Sparteine Sulphate
Veratrum Viride Alkaloids

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Heart Glycosides
Digoxin
Oleander Total Glycosides
Oleandrin
Proscillaridin A
Squill Glycosides

Others
Cascara Sagrada Selected Anthraquinonic Glycosides (Purselect)
Colchicoside
Thiocolchicoside

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